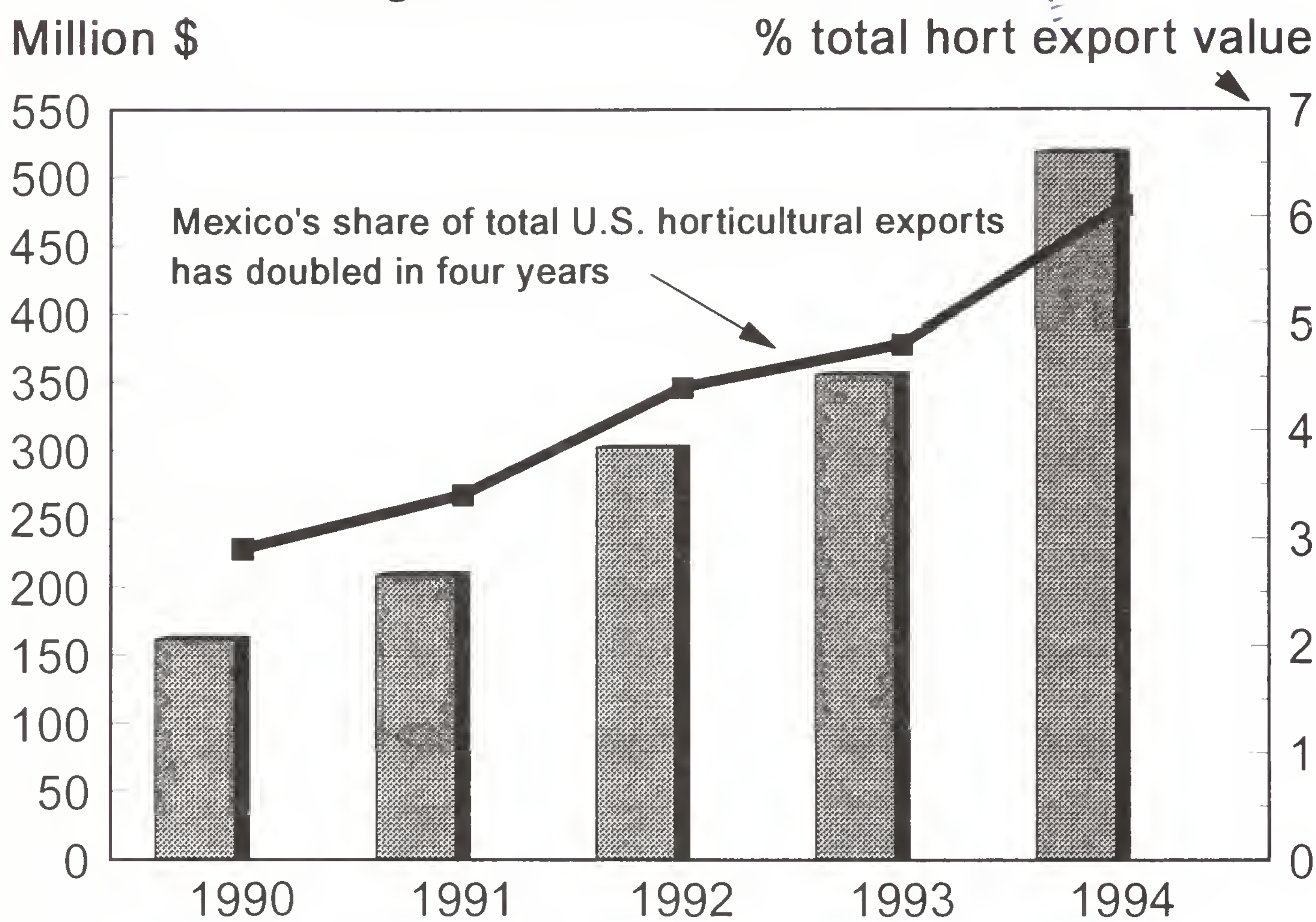
United States
Department of
Agriculture

Foreign
Agricultural
Service

Circular Series
FHORT 3-95
March 1995

# World Horticultural Trade & U.S. Export Opportunities

## U.S. Horticultural Exports to Mexico Surged over Past Five Years




Source: Census data for calendar years

U.S. horticultural exports to Mexico have expanded more than three-fold over the past five years, surging from $162 million at the start of the 1990s to $518 million last calendar year. During this period, Mexico's share of total U.S. export value of horticultural trade has doubled, rising from 2.9 percent to 6.1 percent. Mexico has emerged as one of the top horticultural markets. An export surge in 1994 of 46 percent over the previous year was in large part due to the implementation of NAFTA. For the current year, the impact of Mexico's devaluation of the peso on disposable income will probably disrupt the pattern of dramatic year-on-year increases witnessed thus far this decade. However, Mexico's prominence among U.S. export markets is expected to reassert itself in coming years as reform measures lead to recovery and economic growth.

Approved by the World Agricultural Outlook Board - USDA

For further information, contact:
U.S. Department of Agriculture
Foreign Agricultural Service
Horticultural and Tropical Products Division
AG Box 1049
Washington, DC 20250-1049

Telephone: 202-720-6590
Fax: 202-720-3799

Frank J. Piason, Director
Howard R. Wetzel, Deputy Director for Analysis
Robert B. Tisch, Deputy Director for Marketing

---

## ANALYSIS

| | | |
|---|---|---|
| Casey Bean | 202-720-4620 | Fresh deciduous fruit, apple juice, olives, and Asia-specific issues |
| Brian Grunenfelder | 202-690-2702 | Trade policy, food safety, and plant health group leader |
| Bill Janis | 202-720-0897 | Fresh and processed potatoes, tree nuts |
| Ross Kreamer | 202-720-9903 | Canned deciduous fruit, wine, table grapes, kiwifruit, NAFTA, PL-480, and GSM-102 export credits |
| Emanuel McNeil | 202-720-2083 | Fresh and processed vegetables, bananas, avocados, nursery products, and cut flowers |
| Samuel Rosa | 202-720-9792 | Sugar, fresh citrus and juices, honey, tropical fruit, and CBI |
| Joe Somers | 202-720-2974 | Situation and outlook group leader, fresh and processed citrus, FAO citrus liaison, and berries |
| Mark Thompson | 202-720-6877 | Dried fruit and cross-commodity issues |

## MARKETING

| | | |
|---|---|---|
| Laura Davis | 202-720-2252 | Deciduous fruit |
| Ted Goldammer | 202-720-8498 | Wine, brandy, and potatoes |
| Stacey Peckins | 202-690-1341 | Nursery products, avocados, tree nuts, papaya, and canned tomatoes |
| Elise Pinkow | 202-690-1341 | Table grapes, grape juice, and berries |
| Steve Shnitzler | 202-720-8495 | Dried fruit, kiwifruit, ginseng, asparagus, tart cherries, and processed corn |
| Robert B. Tisch | 202-720-0898 | Citrus |

For subscription questions or address changes, please contact Robertha McLean, 202-720-9445.

# Table of Contents



## Export Summary

U.S. exports of horticultural products to all countries in December 1994 totaled $840.4 million, 31 percent above the same month a year earlier. Categories with the most significant increases in December were fresh and frozen vegetables; fruit and vegetable juices; and miscellaneous products. Declines were seen in frozen, dried, and processed fruit; fresh potatoes, and tree nuts. During the first three months (October-December) of fiscal 1995, the total value of U.S. horticultural exports was $2.56 billion -- 24 percent over the same period last year. Most of this export growth can be attributed to export increases of fresh, canned, frozen and dehydrated vegetables (mostly fresh to Japan) and items in the fruit and vegetable miscellaneous category such as potato chips, edible preparations, and beer. The total fiscal 1995 horticultural export forecast has been increased from $8.6 to $8.9 billion based on stronger than expected shipments to date. Market liberalization, rising incomes, favorable exchange rates in some countries, and on-going market promotion activities in major foreign markets, such as Japan, Canada, the European Union, and other Asian markets continue to drive U.S. exports higher. Growth in these markets are expected to more than offset a decline in U.S. sales to Mexico due to the recent peso devaluation.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
DEC 94

| NAME | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| GROUP & COMMODITY | CURR MO LAST YR | CURR MO CURR YR | YR TODATE LAST YR | YR TODATE CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR, FRUIT CITRUS MT | | | | | | | | | | |
| GRAPEFRUIT | 34,602 | 36,425 | 97,243 | 111,391 | 461,577 | 17,528 | 17,182 | 51,996 | 55,092 | 228,387 |
| LEMONS | 9,628 | 10,060 | 35,916 | 31,019 | 124,410 | 6,775 | 7,571 | 34,265 | 29,504 | 108,711 |
| ORANGES, INCL TMPLS | 34,776 | 36,298 | 75,767 | 93,024 | 543,324 | 19,945 | 20,285 | 46,043 | 50,059 | 291,021 |
| OTHER CITRUS | 2,338 | 2,513 | 6,870 | 8,649 | 26,339 | 2,054 | 2,139 | 6,461 | 7,504 | 20,325 |
| Subtotal:---- | 81,345 | 85,298 | 215,797 | 244,084 | 1,155,652 | 46,304 | 47,178 | 138,766 | 142,161 | 648,447 |
| FR, FRT, NON-CIT MT | | | | | | | | | | |
| APPLES | 79,508 | 84,352 | 190,876 | 247,612 | 662,897 | 45,881 | 53,846 | 116,745 | 144,781 | 404,229 |
| AVOCADOS | 540 | 1,124 | 1,604 | 2,327 | 8,923 | 454 | 969 | 1,566 | 2,018 | 11,337 |
| CHERRIES SWT & TRT | 85 | 198 | 108 | 394 | 30,641 | 176 | 277 | 234 | 426 | 130,864 |
| GRAPES | 18,099 | 14,681 | 86,959 | 90,303 | 215,510 | 21,729 | 17,848 | 99,029 | 110,506 | 244,148 |
| KIWIFRUIT | 1,029 | 1,063 | 1,976 | 2,567 | 8,748 | 1,545 | 1,492 | 2,864 | 3,236 | 13,091 |
| MELONS | 2,221 | 3,354 | 16,436 | 19,114 | 218,603 | 1,753 | 1,948 | 8,889 | 9,447 | 82,265 |
| PAPAYA | 701 | 930 | 1,964 | 2,497 | 7,759 | 1,344 | 1,571 | 3,729 | 4,483 | 14,547 |
| PEACHES & NCTRNS | 280 | 331 | 1,520 | 2,800 | 83,306 | 373 | 391 | 1,272 | 2,061 | 65,914 |
| PEARS | 18,650 | 18,369 | 49,723 | 63,557 | 137,040 | 9,923 | 9,875 | 27,726 | 32,382 | 74,043 |
| PLUMS/PRUNES | 156 | 143 | 2,602 | 3,687 | 69,918 | 174 | 212 | 2,116 | 3,152 | 56,882 |
| STRAWBERRIES | 628 | 552 | 5,333 | 5,561 | 57,107 | 1,724 | 1,587 | 14,657 | 16,080 | 94,942 |
| OTHER NON-CITRUS | 2,865 | 2,987 | 16,432 | 12,706 | 55,521 | 2,859 | 3,924 | 14,644 | 14,210 | 60,348 |
| Subtotal:---- | 124,769 | 128,089 | 375,538 | 453,131 | 1,555,979 | 87,942 | 93,947 | 293,477 | 342,786 | 1,252,616 |
| CND/PREP FRUIT MT | | | | | | | | | | |
| CHERRIES TRT CND | 478 | 405 | 1,407 | 1,603 | 5,656 | 884 | 734 | 2,546 | 2,756 | 10,117 |
| FRUIT MIXTURES | 2,291 | 2,435 | 7,430 | 8,781 | 26,348 | 2,702 | 2,892 | 8,827 | 10,077 | 30,536 |
| MARACHINO CHRY | 561 | 574 | 1,472 | 1,514 | 4,685 | 1,169 | 1,159 | 2,858 | 3,199 | 9,003 |
| PEACHES CANNED | 1,326 | 1,499 | 4,904 | 4,346 | 18,173 | 1,243 | 1,248 | 4,612 | 3,908 | 17,798 |
| PINEAPPLE CANNED | 487 | 436 | 1,429 | 1,051 | 4,156 | 409 | 369 | 1,248 | 880 | 3,659 |
| FRT PREP/PRES | 5,766 | 6,028 | 16,541 | 18,109 | 64,995 | 6,478 | 6,700 | 19,245 | 21,242 | 74,638 |
| OTHER CANNED FR | 2,122 | 2,364 | 6,629 | 7,206 | 43,183 | 2,052 | 2,568 | 6,610 | 7,666 | 38,088 |
| Subtotal:---- | 13,035 | 13,744 | 39,814 | 42,613 | 167,199 | 14,939 | 15,674 | 45,950 | 49,731 | 183,843 |
| DRIED FRUIT MT | | | | | | | | | | |
| PRUNES, DRIED | 4,755 | 4,367 | 17,829 | 17,419 | 57,923 | 10,674 | 10,130 | 40,041 | 40,858 | 137,199 |
| RAISINS, DRIED | 9,544 | 8,014 | 32,746 | 32,797 | 122,625 | 14,184 | 13,443 | 51,077 | 53,660 | 195,347 |
| OTHER DRIED FRUIT | 1,680 | 2,120 | 6,604 | 8,278 | 20,739 | 4,651 | 5,512 | 17,835 | 19,571 | 51,362 |
| Subtotal:---- | 15,980 | 14,502 | 57,180 | 58,495 | 201,288 | 29,510 | 29,085 | 108,954 | 114,090 | 383,909 |
| FROZEN FRUIT MT | | | | | | | | | | |
| BLUEBERRIES, FZN | 491 | 436 | 1,141 | 1,260 | 7,104 | 716 | 682 | 1,793 | 1,859 | 10,616 |
| STRAWBERRIES, FZN | 1,998 | 1,392 | 4,965 | 6,356 | 27,248 | 2,577 | 1,798 | 6,594 | 8,141 | 34,765 |
| OTHER FZN FRUIT | 632 | 642 | 2,847 | 3,187 | 15,317 | 1,098 | 1,118 | 4,801 | 4,990 | 23,995 |
| Subtotal:---- | 3,122 | 2,472 | 8,954 | 10,803 | 49,670 | 4,391 | 3,598 | 13,188 | 14,991 | 69,377 |
| FRT&VEG JUICE (SSE) KL | | | | | | | | | | |
| GRAPEFRUIT JU CNC | 1,810 | 4,872 | 5,415 | 11,997 | 37,622 | 1,174 | 2,598 | 4,061 | 8,060 | 33,808 |
| ORANGE JU NT CNC | 10,873 | 14,632 | 26,986 | 40,433 | 130,258 | 7,239 | 9,760 | 18,596 | 27,018 | 86,994 |
| ORANGE JUICE CNC | 16,925 | 23,453 | 50,212 | 53,535 | 272,558 | 12,790 | 12,696 | 30,281 | 31,597 | 152,039 |
| OTHER JUICES | 18,724 | 28,165 | 79,412 | 90,635 | 356,394 | 13,711 | 19,952 | 51,453 | 64,634 | 243,253 |
| Subtotal:---- | 48,334 | 71,123 | 162,026 | 196,601 | 796,834 | 34,915 | 45,008 | 104,392 | 131,310 | 516,095 |
| VEGETABLES FR MT | | | | | | | | | | |
| ASPARAGUS, FR, CHLD | 130 | 245 | 480 | 517 | 21,980 | 470 | 740 | 1,283 | 1,680 | 71,547 |
| BROCCOLI | 10,946 | 9,715 | 27,284 | 21,384 | 128,764 | 6,994 | 10,675 | 16,991 | 21,428 | 80,197 |
| CAULIFLOWER | 8,833 | 9,231 | 22,071 | 23,703 | 94,794 | 6,274 | 7,735 | 14,626 | 18,379 | 61,798 |
| CELERY | 12,938 | 12,194 | 31,112 | 30,137 | 117,643 | 4,382 | 6,954 | 10,642 | 13,993 | 37,955 |
| LETTUCE, FR, CH. | 28,764 | 25,627 | 86,709 | 76,967 | 309,932 | 10,791 | 23,600 | 34,748 | 54,989 | 126,426 |
| ONIONS, FR | 10,994 | 34,616 | 38,794 | 140,867 | 193,828 | 5,426 | 11,321 | 15,537 | 42,712 | 69,757 |
| PEPPERS | 4,436 | 5,047 | 14,310 | 14,937 | 52,747 | 3,895 | 5,314 | 12,604 | 14,495 | 44,884 |
| TOMATOES, FR, CH. | 10,548 | 13,056 | 36,386 | 42,430 | 148,517 | 13,036 | 14,223 | 31,741 | 37,370 | 114,143 |
| OTHER VEG, FR. | 42,127 | 50,882 | 117,039 | 152,602 | 686,139 | 29,221 | 34,398 | 85,466 | 96,715 | 361,952 |
| Subtotal:---- | 129,720 | 160,616 | 374,188 | 503,547 | 1,754,349 | 80,493 | 114,964 | 223,642 | 301,766 | 968,665 |
| VEGETABLES CANNED MT | | | | | | | | | | |
| CATSUP & CHILI SA | 1,692 | 3,926 | 5,688 | 11,561 | 31,335 | 1,410 | 2,738 | 5,058 | 8,002 | 24,793 |
| SWEET CORN CANNED | 17,313 | 15,482 | 45,461 | 44,377 | 150,029 | 14,548 | 13,123 | 36,635 | 38,112 | 121,698 |
| TOMATO PASTE | 8,097 | 7,445 | 22,394 | 24,325 | 76,150 | 6,874 | 5,930 | 18,893 | 19,492 | 63,088 |
| TOMATO SAUCE | 5,966 | 8,999 | 19,876 | 22,210 | 80,996 | 6,086 | 8,505 | 20,255 | 20,976 | 79,832 |
| OTHER CANNED VEG. | 17,766 | 17,413 | 56,822 | 57,301 | 206,930 | 23,809 | 22,698 | 72,267 | 70,505 | 249,921 |
| Subtotal:---- | 50,835 | 53,268 | 150,243 | 159,776 | 545,443 | 52,729 | 52,996 | 153,110 | 157,089 | 539,334 |
| FROZEN VEGETABLES MT | | | | | | | | | | |
| FROZEN FRENCH FRY | 17,894 | 33,715 | 58,164 | 81,971 | 246,544 | 12,500 | 26,582 | 40,829 | 61,678 | 178,026 |
| FZN SWT CORN | 6,027 | 6,437 | 18,641 | 20,696 | 62,340 | 5,409 | 5,693 | 16,330 | 18,544 | 55,228 |
| OTHER POT. FZN | 1,754 | 1,656 | 5,865 | 5,002 | 19,930 | 1,436 | 1,273 | 4,757 | 4,315 | 15,985 |
| OTHER FZN VEG | 3,812 | 6,276 | 14,403 | 17,459 | 55,286 | 3,839 | 5,797 | 13,667 | 15,732 | 53,023 |
| Subtotal:---- | 29,488 | 48,085 | 97,074 | 125,130 | 384,101 | 23,186 | 39,347 | 75,585 | 100,271 | 302,264 |
| DEHYD VEGETABLES MT | | | | | | | | | | |
| GARLIC DEHY | 519 | 669 | 1,863 | 2,234 | 8,031 | 1,257 | 1,622 | 4,527 | 5,309 | 19,224 |
| ONIONS DEHY | 2,268 | 2,679 | 6,721 | 12,064 | 28,721 | 5,238 | 5,988 | 14,996 | 20,283 | 61,580 |
| POTATO DEHYD | 3,137 | 3,429 | 9,900 | 11,575 | 41,546 | 3,371 | 3,364 | 10,243 | 12,107 | 43,252 |
| OTHER DEHY VEG. | 2,328 | 4,923 | 6,091 | 14,444 | 29,725 | 4,335 | 5,988 | 13,743 | 21,430 | 57,923 |
| Subtotal:---- | 8,253 | 11,703 | 24,576 | 40,318 | 108,024 | 14,202 | 16,963 | 43,511 | 59,130 | 181,980 |
| TREE NUTS MT | | | | | | | | | | |
| ALMND SH/PREP | 17,355 | 18,672 | 51,727 | 68,993 | 166,886 | 83,074 | 60,155 | 237,246 | 220,950 | 729,695 |
| ALMONDS, UNSHLD | 1,161 | 2,081 | 4,530 | 5,969 | 15,261 | 3,315 | 5,828 | 11,899 | 15,365 | 40,108 |
| PISTACHIO, UNSHLD | 999 | 1,554 | 2,965 | 4,972 | 10,469 | 2,736 | 4,002 | 8,777 | 13,427 | 29,952 |
| WALNUTS, SHLD | 1,885 | 1,804 | 9,632 | 10,283 | 20,192 | 6,780 | 5,499 | 31,341 | 25,949 | 71,786 |
| WALNUTS, UNSHLD | 1,902 | 2,266 | 36,249 | 45,031 | 45,510 | 3,703 | 4,679 | 69,794 | 72,439 | 85,496 |
| OTHER NUTS | 7,609 | 6,265 | 22,330 | 22,712 | 58,684 | 21,406 | 17,168 | 63,086 | 56,478 | 172,087 |
| Subtotal:---- | 30,914 | 32,645 | 127,436 | 157,962 | 317,005 | 121,016 | 97,334 | 422,146 | 404,611 | 1,129,127 |
| NURSERY PRODUCTS NONE | | | | | | | | | | |
| CUT FLOWERS | 0 | 0 | 0 | 0 | 0 | 2,630 | 2,922 | 9,327 | 8,652 | 38,587 |
| OTHER NURSERY | 0 | 0 | 0 | 0 | 0 | 11,710 | 15,083 | 35,433 | 42,232 | 153,273 |
| Subtotal:---- | 0 | 0 | 0 | 0 | 0 | 14,341 | 18,005 | 44,760 | 50,884 | 191,860 |
| HOPS & PRODUCTS MT | | | | | | | | | | |
| HOP EXTRACT | 552 | 321 | 1,386 | 1,170 | 5,400 | 6,856 | 8,056 | 20,835 | 22,665 | 62,297 |
| HOP PELLETS | 325 | 1,033 | 893 | 2,255 | 4,162 | 1,952 | 6,531 | 5,490 | 13,520 | 23,218 |
| HOPS, NSFP | 210 | 490 | 581 | 1,166 | 1,976 | 1,165 | 3,128 | 3,574 | 6,789 | 11,412 |
| Subtotal:---- | 1,088 | 1,845 | 2,860 | 4,591 | 11,539 | 9,974 | 17,716 | 29,901 | 42,974 | 96,929 |
| WINE KL | | | | | | | | | | |
| GRAPE WINES | 7,795 | 6,952 | 27,673 | 28,738 | 116,815 | 11,812 | 11,769 | 41,392 | 46,211 | 172,684 |
| OTHER WINE PRODUCTS | 812 | 1,164 | 4,325 | 3,763 | 13,398 | 1,009 | 1,112 | 3,090 | 3,818 | 13,847 |
| Subtotal:---- | 8,608 | 8,117 | 31,998 | 32,501 | 130,213 | 12,821 | 12,882 | 44,482 | 50,030 | 186,531 |
| MISCELLANEOUS KL | | | | | | | | | | |
| BEER & BEVERAGES | 28,971 | 54,183 | 89,862 | 180,355 | 598,932 | 17,009 | 32,317 | 52,969 | 107,379 | 373,685 |
| EDIBLE PREPARATIONS | 11,424 | 20,160 | 35,558 | 55,649 | 160,298 | 40,697 | 157,097 | 123,750 | 311,251 | 571,798 |
| GINSENG | 91 | 90 | 500 | 644 | 933 | 8,463 | 10,063 | 46,394 | 44,921 | 77,148 |
| POTATO CHIPS | 4,445 | 5,415 | 14,175 | 23,623 | 60,907 | 12,950 | 15,726 | 40,631 | 66,001 | 174,576 |
| OTHER MISC. | 0 | 0 | 0 | 0 | 0 | 17,235 | 20,541 | 54,886 | 68,090 | 250,246 |
| Subtotal:---- | 44,933 | 79,850 | 140,097 | 260,273 | 821,071 | 96,356 | 235,746 | 318,631 | 597,645 | 1,447,455 |
| Grand Total: | | | | | | 643,126 | 840,448 | 2,060,504 | 2,559,476 | 8,098,439 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
DEC 94

| NAME<br>GROUP & COMMODITY | | QUANTITY<br>CURR MO LAST YR | CURR MO CURR YR | YR TODATE LAST YR | YR TODATE CURR YR | LAST YEAR | VALUE (1,000 DOLLARS)<br>CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
|---|---|---|---|---|---|---|---|---|---|---|---|
| FRESH FRUIT | MT | | | | | | | | | | |
| APPLES | | 2,845 | 4,602 | 12,083 | 21,867 | 106,059 | 1,506 | 1,982 | 5,236 | 6,845 | 76,188 |
| AVOCADO | | 1,982 | 2,215 | 5,450 | 15,171 | 14,211 | 1,337 | 1,480 | 3,368 | 15,921 | 12,538 |
| BANANA | | 270,259 | 277,272 | 866,152 | 916,856 | 3,643,279 | 74,726 | 76,771 | 234,280 | 247,116 | 983,322 |
| CANTELOUPE | | 22,288 | 22,753 | 35,376 | 48,176 | 224,836 | 6,572 | 6,335 | 11,272 | 13,812 | 67,706 |
| GRAPE | | 14,064 | 26,503 | 14,841 | 27,774 | 311,027 | 12,602 | 25,480 | 13,409 | 26,680 | 251,625 |
| KIWIFRUIT | | 463 | 236 | 1,238 | 379 | 29,335 | 381 | 166 | 1,171 | 287 | 17,612 |
| MANGO | | 1,461 | 2,672 | 3,363 | 5,205 | 121,250 | 1,561 | 2,523 | 4,564 | 5,925 | 93,477 |
| PEACH | | 5,909 | 7,548 | 6,575 | 8,046 | 43,118 | 3,721 | 4,856 | 4,177 | 5,246 | 27,816 |
| PEAR | | 214 | 93 | 1,614 | 984 | 65,283 | 779 | 261 | 4,249 | 3,208 | 33,073 |
| PINEAPPLE | | 8,516 | 9,415 | 27,314 | 28,669 | 126,505 | 2,984 | 2,988 | 9,621 | 8,932 | 40,775 |
| STRAWBERRY | | 1,231 | 1,108 | 2,074 | 1,815 | 20,102 | 2,384 | 2,034 | 4,269 | 3,536 | 35,038 |
| OTHER MELON | | 13,604 | 12,408 | 25,273 | 26,348 | 114,972 | 5,206 | 3,688 | 9,635 | 8,161 | 41,629 |
| OTHER FRUIT | | 46,691 | 50,756 | 117,095 | 153,927 | 547,710 | 24,715 | 21,178 | 55,673 | 66,574 | 243,414 |
| Subtotal:---- | | 389,535 | 417,586 | 1,118,448 | 1,255,217 | 5,367,691 | 138,480 | 149,749 | 360,930 | 412,249 | 1,924,220 |
| DRIED FRUIT | MT | | | | | | | | | | |
| DRD APRICOT | | 996 | 1,862 | 2,981 | 4,608 | 10,400 | 2,572 | 2,802 | 7,492 | 6,945 | 23,920 |
| DRD FIG & PASTE | | 838 | 1,284 | 3,134 | 3,850 | 11,732 | 1,127 | 1,378 | 4,603 | 5,283 | 15,131 |
| OTHER DRD FRUIT | | 2,375 | 1,987 | 6,808 | 6,973 | 27,141 | 3,182 | 3,241 | 9,944 | 10,233 | 40,093 |
| Subtotal:---- | | 4,210 | 5,134 | 12,924 | 15,433 | 49,274 | 6,882 | 7,422 | 22,040 | 22,463 | 79,145 |
| FROZEN FRUIT | MT | | | | | | | | | | |
| FZN BLUEBERRIES | | 374 | 489 | 1,273 | 2,359 | 8,242 | 532 | 750 | 1,838 | 3,158 | 11,967 |
| FZN STR | | 635 | 1,062 | 1,110 | 1,380 | 18,949 | 767 | 1,248 | 1,560 | 1,693 | 19,766 |
| OTHER FZN FRUIT | | 1,940 | 1,650 | 7,809 | 6,149 | 34,646 | 2,152 | 1,898 | 7,805 | 7,027 | 40,152 |
| Subtotal:---- | | 2,949 | 3,202 | 10,193 | 9,889 | 61,838 | 3,451 | 3,896 | 11,205 | 11,880 | 71,887 |
| CANNED/PREP FRUIT | MT | | | | | | | | | | |
| CANNED OLIVES | | 5,445 | 4,625 | 20,517 | 15,584 | 70,223 | 12,105 | 11,344 | 41,847 | 37,286 | 152,061 |
| CANNED ORANGES | | 3,129 | 3,053 | 9,301 | 9,826 | 52,281 | 2,442 | 2,362 | 7,670 | 7,684 | 41,356 |
| CANNED PEACH | | 3,192 | 1,764 | 8,557 | 6,096 | 22,584 | 1,677 | 1,025 | 4,631 | 3,495 | 12,665 |
| CANNED PINEAPPLE | | 27,646 | 25,214 | 72,610 | 75,291 | 330,958 | 15,866 | 12,665 | 40,737 | 36,091 | 178,064 |
| MIXED FRUIT | | 6,202 | 3,972 | 10,253 | 10,038 | 36,254 | 5,296 | 3,045 | 8,892 | 7,651 | 30,687 |
| PREP/PRES FRUIT | | 4,699 | 4,780 | 15,037 | 15,667 | 60,832 | 5,064 | 5,983 | 16,500 | 18,507 | 67,856 |
| OTHER CANNED FRUIT | | 5,179 | 4,937 | 14,125 | 13,315 | 56,995 | 6,671 | 6,645 | 18,393 | 17,441 | 72,954 |
| Subtotal:---- | | 55,495 | 48,348 | 150,402 | 145,820 | 630,131 | 49,123 | 43,071 | 138,673 | 128,160 | 555,644 |
| FRT&VEG JUICE (SSE) | KL | | | | | | | | | | |
| APPLE JUICE | | 69,609 | 65,960 | 228,945 | 236,223 | 1,018,486 | 13,789 | 16,725 | 46,591 | 50,501 | 184,639 |
| FCOJ | | 155,590 | 92,750 | 514,670 | 374,867 | 1,592,093 | 28,999 | 17,320 | 101,211 | 66,022 | 311,979 |
| GRAPE JU | | 8,061 | 5,534 | 19,766 | 14,783 | 71,848 | 2,489 | 2,201 | 6,178 | 5,269 | 27,588 |
| PINAP JU | | 24,652 | 20,935 | 70,930 | 60,345 | 287,725 | 5,518 | 4,082 | 15,697 | 11,664 | 61,809 |
| OTHER FRUIT JU | | 9,310 | 15,927 | 43,220 | 54,353 | 230,804 | 6,518 | 13,446 | 23,728 | 33,074 | 103,032 |
| Subtotal:---- | | 267,223 | 201,108 | 877,532 | 740,573 | 3,200,957 | 57,314 | 53,776 | 193,408 | 166,532 | 689,049 |
| FRESH VEGETABLES | MT | | | | | | | | | | |
| GARLIC | | 3,408 | 550 | 10,917 | 1,539 | 31,117 | 1,729 | 664 | 5,278 | 2,053 | 24,827 |
| ASPARAGUS | | 2,253 | 2,499 | 6,934 | 8,623 | 27,711 | 3,161 | 3,924 | 9,103 | 12,346 | 41,829 |
| BELL PEPPER | | 12,659 | 12,337 | 23,731 | 20,486 | 121,842 | 14,510 | 19,580 | 30,122 | 33,381 | 142,760 |
| CARROTS | | 7,405 | 13,835 | 26,856 | 38,828 | 60,094 | 1,914 | 4,028 | 6,220 | 10,029 | 15,433 |
| CHILI PEPPER | | 3,473 | 5,016 | 6,703 | 11,301 | 43,897 | 5,864 | 6,455 | 9,414 | 12,918 | 43,110 |
| CUCUMBER | | 38,946 | 32,838 | 59,254 | 57,357 | 250,972 | 20,843 | 18,932 | 26,206 | 29,702 | 106,902 |
| ONIONS | | 16,465 | 12,354 | 41,045 | 30,990 | 254,652 | 9,156 | 11,853 | 23,514 | 29,460 | 136,642 |
| POTATO, INCL SD | | 28,536 | 20,131 | 79,775 | 54,040 | 317,308 | 6,111 | 4,032 | 16,978 | 10,993 | 70,644 |
| SQUASH | | 15,564 | 15,040 | 27,375 | 29,961 | 101,869 | 8,259 | 11,729 | 14,770 | 21,853 | 58,123 |
| TOMATOES | | 24,604 | 28,712 | 63,494 | 57,593 | 401,875 | 15,446 | 30,026 | 37,769 | 53,547 | 328,154 |
| OTHER FRESH VEGETAB | | 25,047 | 33,885 | 61,692 | 80,361 | 281,345 | 17,681 | 25,142 | 37,112 | 50,280 | 164,712 |
| Subtotal:---- | | 178,365 | 177,202 | 407,781 | 391,083 | 1,892,688 | 104,679 | 136,369 | 216,491 | 266,567 | 1,133,140 |
| CANNED/DEHYD VEGET | MT | | | | | | | | | | |
| CND ARTICHOKE | | 425 | 645 | 1,848 | 2,712 | 30,548 | 655 | 1,231 | 2,952 | 5,241 | 53,543 |
| CANNED BAMBOO | | 3,148 | 2,429 | 10,227 | 8,314 | 29,691 | 2,477 | 1,955 | 7,726 | 6,326 | 23,548 |
| CND MSHROOMS | | 3,982 | 3,796 | 10,822 | 12,269 | 64,543 | 7,553 | 10,135 | 23,069 | 31,776 | 132,677 |
| CND PIMIENTO | | 858 | 1,027 | 2,018 | 2,664 | 6,649 | 984 | 1,411 | 2,411 | 3,763 | 8,273 |
| CND TOM | | 2,745 | 3,408 | 10,272 | 10,353 | 45,118 | 1,010 | 1,179 | 3,550 | 3,616 | 16,746 |
| CANNED WATERCHESTNU | | 1,283 | 1,483 | 5,552 | 5,589 | 39,849 | 977 | 1,321 | 4,181 | 4,623 | 27,363 |
| TOMATO PASTE & SAUC | | 1,371 | 3,218 | 4,247 | 9,488 | 61,941 | 882 | 2,487 | 2,583 | 6,969 | 43,217 |
| DRIED MUSHROOMS | | 146 | 262 | 316 | 516 | 1,554 | 1,490 | 2,420 | 4,068 | 5,536 | 16,994 |
| DRIED TOMATOES | | 640 | 450 | 2,090 | 1,395 | 5,957 | 2,484 | 1,680 | 7,779 | 5,308 | 22,770 |
| OTHER DEHYD VEGETAB | | 7,405 | 8,431 | 24,295 | 23,078 | 82,879 | 4,807 | 5,755 | 14,523 | 16,025 | 53,957 |
| OTHER CND VEG | | 17,892 | 23,339 | 52,676 | 62,557 | 218,535 | 19,406 | 24,788 | 57,213 | 67,541 | 227,429 |
| Subtotal:---- | | 39,900 | 48,493 | 124,368 | 138,940 | 587,268 | 42,731 | 54,368 | 130,059 | 156,728 | 626,521 |
| FROZEN VEGETABLES | MT | | | | | | | | | | |
| BROCCOLI FZN | | 8,243 | 13,428 | 27,384 | 39,008 | 130,634 | 5,814 | 8,295 | 19,093 | 24,517 | 87,418 |
| CAULIFLOWER FZN | | 4,880 | 5,208 | 13,885 | 14,103 | 29,523 | 4,574 | 2,811 | 11,919 | 8,444 | 24,636 |
| POTATO FZN | | 10,268 | 14,729 | 31,296 | 41,534 | 130,215 | 5,704 | 8,631 | 17,325 | 23,836 | 72,129 |
| OTHER VEG FZN | | 55,222 | 348,006 | 271,148 | 685,377 | 2,582,515 | 7,611 | 7,515 | 22,201 | 24,783 | 105,616 |
| Subtotal:---- | | 78,616 | 381,373 | 343,713 | 780,023 | 2,872,889 | 23,704 | 27,253 | 70,539 | 81,583 | 289,800 |
| TREE NUTS | MT | | | | | | | | | | |
| BRAZILS TOT | | 525 | 723 | 2,298 | 2,244 | 11,720 | 1,114 | 1,720 | 5,040 | 5,457 | 19,757 |
| CASHEWS TOT | | 6,591 | 4,738 | 16,252 | 14,320 | 64,366 | 27,017 | 20,298 | 66,652 | 62,664 | 280,857 |
| COCONUT | | 6,320 | 3,738 | 19,023 | 14,664 | 68,463 | 5,022 | 2,983 | 15,374 | 11,729 | 56,557 |
| PECANS | | 334 | 6,005 | 2,415 | 14,626 | 13,178 | 1,343 | 14,580 | 9,289 | 33,016 | 32,545 |
| OTHER NUTS | | 2,374 | 2,313 | 7,981 | 8,471 | 17,689 | 8,328 | 9,143 | 26,664 | 31,046 | 64,870 |
| Subtotal:---- | | 16,146 | 17,519 | 47,971 | 54,326 | 175,419 | 42,826 | 48,727 | 123,022 | 143,915 | 454,587 |
| NURSERY PRODUCTS | M | | | | | | | | | | |
| CARNATIONS | | 105,470 | 107,941 | 260,265 | 287,590 | 1,057,314 | 8,173 | 9,665 | 22,751 | 24,565 | 88,833 |
| CHRISTMAS TREES | | 455 | 448 | 1,986 | 2,012 | 2,029 | 3,849 | 3,901 | 17,041 | 17,250 | 17,116 |
| CHRYSANTHEMUMS | | 56,717 | 53,239 | 110,198 | 151,313 | 562,356 | 6,835 | 5,754 | 18,855 | 16,779 | 66,608 |
| ROSES | | 39,660 | 37,974 | 138,556 | 138,555 | 677,762 | 6,206 | 6,596 | 22,147 | 23,608 | 124,203 |
| TULIP BULBS | | 3,819 | 4,249 | 64,784 | 77,676 | 302,490 | 376 | 448 | 7,804 | 9,485 | 34,441 |
| OTHER CUT FLRS | | 0 | 0 | 0 | 0 | 0 | 8,907 | 10,774 | 27,627 | 31,789 | 122,628 |
| OTH NURS PROD | | 0 | 0 | 0 | 0 | 0 | 18,304 | 21,039 | 59,838 | 68,790 | 226,569 |
| Subtotal:---- | | 206,123 | 203,854 | 575,790 | 657,148 | 2,601,952 | 52,651 | 58,181 | 176,065 | 192,268 | 680,401 |
| HOPS & PRODUCTS | MT | | | | | | | | | | |
| HOPS & PELLETS | | 852 | 768 | 1,370 | 1,077 | 5,291 | 5,421 | 5,250 | 7,759 | 6,632 | 33,104 |
| OTHER HOP PRODS | | 135 | 125 | 137 | 126 | 703 | 902 | 787 | 918 | 793 | 4,251 |
| Subtotal:---- | | 988 | 893 | 1,507 | 1,204 | 5,995 | 6,323 | 6,037 | 8,677 | 7,425 | 37,356 |
| WINE | KL | | | | | | | | | | |
| RED WINE | | 9,330 | 9,474 | 31,162 | 34,537 | 113,743 | 33,590 | 35,059 | 111,471 | 125,977 | 386,908 |
| SPARKLING WINE | | 3,809 | 2,802 | 14,716 | 13,623 | 31,087 | 30,184 | 22,070 | 120,092 | 113,652 | 276,616 |
| WHITE WINE | | 8,081 | 7,375 | 28,374 | 27,633 | 100,106 | 25,013 | 23,088 | 85,601 | 89,945 | 293,701 |
| OTHER WN PROD | | 2,070 | 2,023 | 7,283 | 7,647 | 27,782 | 6,052 | 5,744 | 21,061 | 22,718 | 72,239 |
| Subtotal:---- | | 23,292 | 21,675 | 81,536 | 83,441 | 272,719 | 94,841 | 85,963 | 338,227 | 352,293 | 1,029,466 |
| MISCELLANEOUS | KL | | | | | | | | | | |
| BEER & BEVERAGES | | 94,481 | 96,914 | 296,781 | 305,631 | 1,320,904 | 78,351 | 82,581 | 244,887 | 258,959 | 1,083,435 |
| OTHER MISC. | | 0 | 0 | 0 | 0 | 0 | 68,914 | 65,657 | 197,704 | 205,654 | 769,522 |
| Subtotal:---- | | 94,481 | 96,914 | 296,781 | 305,631 | 1,320,904 | 147,266 | 148,239 | 442,591 | 464,613 | 1,852,957 |
| Grand Total: | | | | | | | 770,279 | 823,057 | 2,231,933 | 2,406,682 | 9,424,178 |

## EXPORT NEWS AND OPPORTUNITIES

### Canada decides to keep minimum import price on U.S. apples.

Following a Canadian International Trade Tribunal (CITT) determination on February 9 that Canadian apple producers were materially injured by U.S. apple imports, Canada will retain a somewhat lower minimum import price of $12.99 per box on imports of U.S. Red Delicious apples effective February 10, 1995. The CITT lowered the import price on Red Delicious apples from $13.50 per box to $12.99 per box, thus giving U.S. exporters a wider price range to ship without facing imposition of duties. If U.S. F.O.B. export prices to Canada fall below this price, Revenue Canada will collect the difference as a duty. The new minimum import price will remain in effect for 5 years, but the CITT finding may be appealed by either side to a bi-national panel under NAFTA. In favor of U.S. producers, the CITT also ruled that no injury has been caused or will likely be caused by Golden Delicious apples imported from the United States and that Red Delicious may be exported to Canada free of minimum price restrictions during July, August, and September.

Canada is a key market for U.S. apples, with the Red Delicious and Golden Delicious varieties accounting for the bulk of the trade. During July-December 1994, U.S. apple shipments to Canada totaled $28 million, second only to Taiwan as an apple export market.

### Frozen french fry export opportunities increase in Canada, Japan, and the European Union.

Canada

The balance of trade in frozen french fries between the United States and Canada heavily favors Canada. During the 1993/94 marketing year (July/June), Canada sold 128,874 metric tons of french fries to the United States. For the same period, U.S. manufacturers exported only 7,432 tons of french fries to Canada. For the first six months (July-December 1994) of the new marketing year, french fry imports from Canada grew 18.3 percent to 70,873 tons. For the same period, U.S. exports to Canada declined 4.6 percent to 3,629 tons. A Canadian packaging regulation contributes to these results.

Canada enforces Processed Product Regulations for various aspects of processed fruit and vegetables, including package sizes. Until November 1993, Canadian french fry processors received a special exemption to sell packages larger than two kilograms in both the Canadian and export non-retail markets. The industry standard consists of six five-pound bags per container. Therefore, U.S. manufacturers of frozen french fries could not sell five-pound or larger bags in Canada, which effectively eliminated these companies from the Canadian food service market.

In November 1993, Canada amended its packaging rule for frozen french fries to permit sale of this product to the food service market in bags larger than two kilograms. After consultation with the United States under the U.S.-Canada Free Trade Agreement, Canada permitted as of November 5, 1993, under certain conditions, entry of U.S. french fries in sizes up to 20 kilograms. U.S. processors must meet the following criteria: register their labels with Agriculture Canada, mark packages in multiples of 500 grams, and provide recent copies of U.S. plant inspection reports.

Canadian french fry manufacturers have a two-year exemption from the metric multiple requirement until November 1995. This grace period supposedly allows Canadian french fry processors time to deplete their inventories of non-metric packaging. Meanwhile, U.S. processors have been reluctant to embark on an expensive re-tooling program to market french fries in metric sizes that are unique to Canada.

Under the exemption, Canadian french fry manufacturers still can easily send their products to the United States, while U.S. five-pound bags of french fries still cannot enter Canada. The U.S. Minister Counselor in Canada estimates that U.S. french fry exports to Canada would increase by at least $40 million without the Canadian packaging exemption. In November 1995, Canadian companies may have to adopt two package sizes, the five-pound pack for the U.S. market.

Japan

Japan has a relatively small frozen potato industry. Therefore, imports are important to fulfill Japanese demand for frozen potato products. In marketing year 1993/94, U.S. exports of frozen potatoes to Japan increased 10.2 percent to 142,830 tons. During the July-December 1994 period, U.S. exports rose 15.4 percent to 77,936 tons. French fries represent 90 percent of these exports. The Japanese food service industry purchases about 80 percent of these french fries.

Anticipated sluggish 1995 sales for the Japanese food service industry mean that consumption of french fries will rise only moderately. Industry sources forecast that food service companies will switch from french fries to frozen diced potatoes and baked potatoes for the food service industry as the Japanese french fry market becomes mature.

The retort food industry will soon expand its use of frozen potatoes. Industry observers anticipate that companies will launch products such as retort pack curry with potatoes and potato croquettes. A leading U.S. food manufacturer plans to market U.S. frozen french fries through vending machines equipped with microwave ovens.

European Union

A reduced supply of potatoes in Europe during marketing year 1994/95 is expected to increase french fry prices. The Netherlands has the largest french fry industry in Europe and exports over 80 percent of its output. Nevertheless, potato processors in the Netherlands have not requested a waiver from the European Union (EU) of the strict phytosanitary requirements which preclude import of fresh potatoes for processing from outside the EU.

This situation provides an opportunity for U.S. french fry producers to increase their exports to both the EU and third countries. During July-December 1994, U.S. exports of french fries to the EU soared to 8,733 tons, up from 293 tons from the year earlier period.

## U.S. pear exports hit record high last season.

U.S. pear exports reached their highest level ever in the July 1993 to June 1994 season, topping $71.5 million, a 17 percent increase over 1992/93. The pear industry estimates exports are already up an additional 38 percent for the 1994/95 season. Mexico became the largest export market last season, with sales increasing 59 percent in value. Shipments to Mexico were 53,600 tons, valued at $26.7 million during the 1993/94 marketing season. Sales of U.S. pears to Taiwan, the third largest market after Canada, were $4.8 million in 1993/94, an increase of 17 percent over the previous season. MPP funds played an important role in launching a new TV campaign in that country. The TV advertisement, coupled with other activities, contributed to increased consumer awareness of U.S. pears and increased distribution. In-store promotions tripled daily supermarket sales.

## U.S. exports of horticultural products hurt by the recent Mexican devaluation.

While official U.S. export statistics for January 1995 will not be available for another month, many horticultural exporter organizations are already reporting declines in U.S. exports to Mexico. Fresh fruit, dried fruit, and tree nut exporters regularly compile export statistics in advance of the release of official Census trade data, and these data show that Mexico's peso devaluation has already negatively impacted U.S. sales in that market.

Apples and pears, the two largest horticultural commodities exported to Mexico from the United States, have experienced substantial drops in exports to Mexico in January 1995, the first complete month under the new peso values. The Wenatchee Valley Traffic Association reports Pacific Northwest apple exports to Mexico have dropped 64 percent in January 1995 over January 1994. Pear exports have also dropped, but not nearly as much. Pear exports to Mexico in January 1995 were 16 percent below January 1994 from Pacific Northwest shippers.

According to selected industry data, almond export volumes continue to fall as a result of

the devaluation. One major grower/packer's shipments during January 1995 totaled 120 tons, off nearly 70 percent from the total posted in January 1994. U.S. exports of dried fruit to Mexico have also seen some negative impact from the recent economic difficulties that started with the steep devaluation of the Mexican peso in December 1994. The Prune Marketing Committee has reported that U.S. dried prune exports to Mexico in January 1995 were only 6 tons, off 84 percent from the January 1994 level of 40 tons. On the other hand, the Raisin Administrative Committee reports virtually no change in exports to Mexico from January 1995 compared to January 1994, with exports for each month at 19 tons.

## Current U.S. dried prune exports recover from short crop in 1993/94.

The Prune Marketing Committee has reported that U.S. dried prune exports of all types (pitted and not pitted) have reached 36,294 metric tons for the current marketing year (August 1994 through end January 1995), up ten percent over the comparable 1993/94 time period. While exports to European markets increased 13 percent over last year to 21,880 tons, exports to Asia were flat at 9,395 tons. Exports to Canada were also up, to 1,866 tons, an increase of 17 percent. Exports to all other markets were also up 52 percent, to 1,550 tons.

## Taiwan finalizes quota system for U.S. potatoes.

Taiwan has finalized the details of its new import quota system for U.S. table stock potatoes. Taiwan will provide a quota for the period February-March 1995 for imports of potatoes produced in the states of California, Idaho, Oregon, and Washington. United States' suppliers must load these shipments between February 1 and October 31, 1995. The initial import quota is 200 metric tons, divided into four tenders of 10 tons each, two tenders of 40 tons, and one tender of 80 tons. Taiwan will also provide a quota of 1,800 tons for April to be loaded between April 1 and October 31. There may be an additional quota allotment for May-June, depending on the supply and demand situation. The Central Trust of China will administer the bids for the potato shipments. Taiwan has indicated it will lift quantitative restrictions on potato imports upon its eventual accession to the GATT/WTO.

### GSM-102 credit guarantee quiet since last report.

No activity was noted in the GSM-102 program since the February 1995 report. Thus far in FY 1995, a total of $22.5 million has been allocated for coverage of horticultural commodities and products. As of February 10, exporters had applied for a total of $200,000 of coverage, all of it for hops to Mexico. Under the GSM-102 credit guarantee program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable Letter of Credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. A slightly different approach has been specified for the FY 1995 program for Russia, which offers coverage only on 90-day terms. These repayment terms are also available for Mexico. (For further information on the GSM-102 program for horticultural commodities, contact Ross G. Kreamer, 202-720-9903.)

**FY 1995 GSM-102**
**Credit Guarantee Coverage 1/**

| Country/ Commodity | Announced Allocations FY 1995 ($1,000) | Exporter Applications Approved ($1,000) | Balance ($1,000) |
|---|---|---|---|
| **China** | | | |
| Hops | 6,000 | 0 | 6,000 |
| **Indonesia** | | | |
| Potatoes 2/ | 2,000 | 0 | 2,000 |
| **Mexico** | | | |
| Fresh Fruits 3/ | 5,000 | 0 | 5,000 |
| Hops | 5,000 | 200 | 4,800 |
| **Russia** | | | |
| Almonds | 1,000 | 0 | 1,000 |
| Fresh Fruits 4/ | 500 | 0 | 500 |
| Vegetables 5/ | 1,000 | 0 | 1,000 |
| **Tunisia** | | | |
| Almonds/Walnuts | 500 | 0 | 500 |
| Raisins | 500 | 0 | 500 |
| **Andean Region 6/** | | | |
| Tree Nuts and Fresh Fruits 7/ | 1,000 | 0 | 1,000 |

1/ Coverage announced through February 10, 1994.
2/ Cut and frozen for french fries.
3/ Apples, pears, plums, peaches, nectarines, and strawberries.
4/ Apples, oranges, tangerines, lemons, and pears.
5/ Canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach).
6/ Includes Bolivia, Colombia, Ecuador, Peru, and Venezuela.
7/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries.

## WORLD TRADE SITUATION AND POLICY UPDATES

### Potato export opportunities emerge in Eastern Europe.

A severe shortage of potatoes has struck several countries in Eastern Europe. The Czech Republic, Hungary, and Slovakia report inadequate supplies of potatoes and have altered their policies to encourage imports of potatoes and potato products.

Effective January 25, the Czech government has reduced its tariff on potatoes to zero. Earlier, potatoes from the European Union faced a 10-percent duty, while potatoes from other sources confronted a tariff of 50 percent up to a tariff rate quota of 27,000 metric tons. The duty on potatoes above this limit was 155 percent. This change applies to imports of dehydrated potatoes, table potatoes, and potatoes used in starch production.

Slovakia has changed several policies concerning potatoes. The Market Regulation Fund of Slovakia decided to allow the import of 80,000 tons of potatoes duty-free and will also permit unlimited quantities of potatoes to enter until May 15. The Slovak government has set a maximum price for potatoes, which has encouraged suppliers to keep product off the market. Few observers see much improvement in the availability of potatoes in Slovakia.

In Hungary, potato prices have reached 85 cents a kilogram, about the price of imported oranges. The import duty has dropped from 50.7 percent to 10 percent. The government recently issued an "emergency" tender for 29,000 tons of

imported potatoes. This tender was over subscribed by 50 percent.

### Taiwan revises sulfur dioxide tolerances for dried fruit.

Authorities in Taiwan have recently increased sulfur dioxide tolerance levels for golden raisins and dried apricots, providing the U.S. industry with expanded opportunities for these products. The new standards, which went into effect on December 28, 1994, allow for 1,500 parts per million for golden raisins and 2,000 parts per million for dried apricots, and are in line with the international standards set by the Codex Alimentarius. Previous standards of 500 parts per million were generally below U.S. industry practices.

As a result, exports of golden raisins have already begun to Taiwan at a brisk pace. The Raisin Administrative Committee reports 66 metric tons of golden seedless shipped to Taiwan so far this marketing year (August 1994 to end January 1995). Total golden seedless exports to all destinations for this marketing year have reached over 7,300 tons, up nearly 45 percent over the same period last year. While export statistics for dried apricots for 1995 are not yet available, the market opening should give U.S. dried apricot suppliers another valuable outlet for this high-quality product.

# WORLD FRESH APPLE AND PEAR UPDATE: FOCUS ON SOUTHERN HEMISPHERE COUNTRIES AND U.S. EXPORT PERFORMANCE

**During marketing year 1994/95, world production of apples is forecast at 36.3 million tons for selected countries, down 1 percent from last year. Lower production in Eastern Europe and Russia is expected to offset higher production in the Southern Hemisphere, the United States, Germany, and China. In 1994/95 U.S. apple exports are forecast at a another record. Total cumulative exports, July-December 1994, are 385,000 tons, 41 percent ahead of last year. Growth in Asian and South American markets has more than offset recent declines in Mexico and a flat market in Canada. For pears, world production in 1994/95 is forecast at 5.7 million tons, a 7 percent increase from last year, due to a bumper U.S. harvest. Pear exports, July-December 1994, were 94,000 tons, 31 percent ahead of last season. The large U.S. pear crop and growing overseas demand have fueled exports. While pear shipments to Mexico are currently stable, it is unlikely exports will reach last year's high due to the devaluation of the peso in December. However, strong markets in Latin America, the Middle East, and Asia are compensating for the declines in Mexico.**

## APPLES

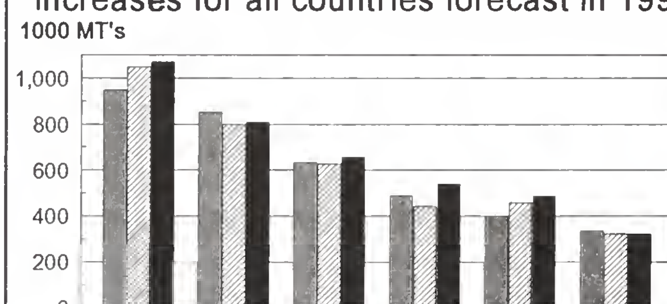
### Southern Hemisphere

The major apple producing countries in the Southern Hemisphere, which now include Brazil, are expected to harvest a record 3.9 million tons in 1994/95 (crop harvested in early-1995), 5 percent above the previous record set last season. All six Southern Hemisphere producers are forecast to increase output in 1994/95. Argentina, the leading Southern Hemisphere producer, is forecast to produce 1.1 million tons (see following chart).

Southern Hemisphere apple exports in 1994/95 are forecast at 1.1 million tons, an 8 percent increase from last year led by New Zealand's 23 percent increase in exports. The United States and Europe are major export markets for Argentina and Chile, while Southeast Asia is the major export destination for Australia and New Zealand.

MERCOSUR, a South American trade pact which went into effect on January 1, 1995, among Argentina, Brazil, Paraguay, and Uruguay, is expected to increase fruit trade among these nations because of reduction or elimination of duties for most agricultural products.

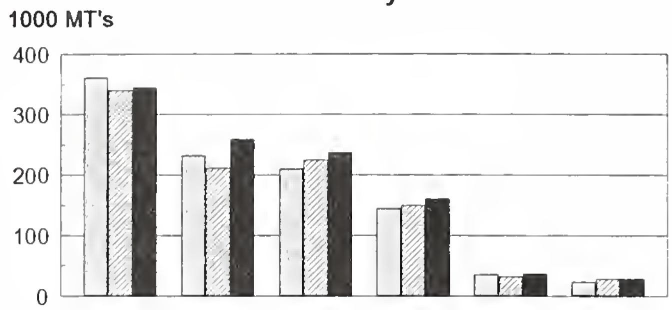
Southern Hemisphere apple production: increases for all countries forecast in 1995




| Year | Argentina | Chile | S.Africa | New Z. | Brazil | Australia |
|---|---|---|---|---|---|---|
| 93 | 947 | 850 | 633 | 488 | 400 | 336 |
| 94 | 1,050 | 800 | 627 | 443 | 457 | 321 |
| 95 | 1,070 | 810 | 657 | 541 | 488 | 322 |

Source: USDA

**Southern Hemisphere apple exports:**
**New Zealand recovery forecast in 1995**




| Year | Chile | N.Zealand | S.Africa | Argentina | Australia | Brazil |
|---|---|---|---|---|---|---|
| 93 | 361 | 232 | 210 | 145 | 36 | 24 |
| 94 | 340 | 211 | 225 | 150 | 32 | 29 |
| 95 | 345 | 259 | 237 | 160 | 37 | 29 |

Source: USDA

Argentina

Apple production in 1994/95 is forecast at 1.07 million tons, 2 percent above 1993/94, but slightly below the record 1986/87 crop of 1.08 million tons. Area planted to Red Delicious and Galas is forecast to increase in response to export market opportunities.

Argentina's apple exports in 1995 are forecast at 160,000 tons, 7 percent above last year. Though Argentina produces more apples than Chile, it exports roughly 50 percent as much because of high production costs. As evidence of this, in 1976 Argentina exported 173,000 tons to Brazil while in 1993 it exported only 30,700 tons, an 82 percent drop, because of high costs, Brazilian production increases, and other foreign competition. Argentina's heaviest export season is March through May, and the European Union and Brazil are the largest importers of Argentina's apples. Because of Brazil's improved economic conditions, its imports of apples from Argentina are forecast to increase in 1995.

Argentina's imports of apples are minor and forecast at only 4,000 tons in 1995. During 1994, Argentina purchased 94 percent of its apples from Chile with the remainder from France, Uruguay, the Netherlands, and Italy.

Australia

Apple production in 1994/95 is forecast at 322,000 tons, up slightly from last year but 4 percent below 1992/93. The 1993/94 crop was reduced by flooding, hail, and high winds in Victoria's Goulburn Valley. Production in 1994/95 will be limited by early dry weather; however, rain during December will help alleviate the early dry conditions. Recent hail in the Orange, Batlow, and Goulburn Valley regions will also put downward pressure on crop volume.

During 1994/95 apple exports are forecast at 37,000 tons, a 16 percent increase over last season. Export sales to South East Asian markets accounted for over three-quarters of total sales during 1993 with Malaysia the leading export destination. Australia's annual apple export quota to Taiwan has been increased by 700 tons to 1,200 tons. As a result, Taiwan will become Australia's fifth largest apple export market.

Australia, one of the world's only apple exporters free of fireblight, does not import apples in order to maintain safeguards against entry of the disease. Canada, New Zealand, and the United States are consulting with Australian authorities to gain access to the market.

Brazil

The 1994/95 apple crop is estimated at 487,500 tons, 7 percent above 1993/94. Quality is expected to be very good, but size will average slightly smaller than last season due to hail damage in Santa Catarina. Dry conditions during the early spring (October-November) did not have much impact. Area planted to apples is forecast to increase from 24,800 hectares in 1994/95 to 27,000 hectares by the year 2000. The main varieties grown in Brazil include: Galas (47 percent); Fujis (42 percent); Golden Delicious (5 percent); and other varieties (6 percent). Many growers are replanting orchards with higher-yielding varieties and improving orchard management.

The increase in the Brazilian consumer's purchasing power, which resulted from last year's economic stabilization program and a new currency, the real, has increased demand for imported apples. During July to December, 1994, imports of U.S. apples skyrocketed to 20,000 tons--up from only 1,500 tons imported during the comparable time period last season. However, imports of U.S. apples are forecast to taper off once the Brazilian crop is harvested in January and begins to enter the domestic market. According to trade sources, Brazilian buyers were less pleased this season with the quality of French fruit than with fruit from Canada and the United States.

Thus, imports from the United States are forecast to remain strong in late 1995 when Brazilian import demand increases once again.

Brazilian consumers prefer Brazilian Gala and Fuji varieties from February to October, switching to imported Red Delicious from November thorough January when local apples, from controlled atmosphere storage, are in short supply.

On the export side, the strength of the currency against the U.S. dollar has made the domestic market more attractive than exports; thus, export levels are forecast to remain about the same or fall in 1995. The MERCOSUR common external tariff applied by Brazil is 10 percent, the same import duty for non-MERCOSUR suppliers. MERCOSUR membership, at least for the near future, does not ensure that tariffs are brought down for all commodities.

Chile

The 1994/95 apple crop is estimated up slightly from 1993/94 to 810,000 tons because of more trees reaching fruit-bearing maturity. Although producers are attempting to diversify their orchards toward new popular varieties (i.e., Fuji, Gala, Jonathan, and Braeburn), Red Delicious and variations dominate. Despite these new orchards planted during the last few years, Chile's expansion in apple output has occurred primarily because existing orchards are reaching fruit bearing stages.

Chile is forecast to export 345,000 tons of apples during 1994/95, slightly above last year's level but below the 361,000 tons exported during 1992/93. During 1994/95 expanded apple sales to Latin America are expected to offset decreased sales to traditional European markets. Chile will export 43 percent of domestic production in 1994/95, the highest level among Southern Hemisphere countries after New Zealand. Although red apple varieties account for about two-thirds of exports, new varieties such as Fuji are forecast to increase in 1994/95 and continue in the future.

Chile's recent efforts to liberalize trade with other countries are bound to improve Chile's position as a dominant exporter of fruit. In 1994 Chile signed free trade agreements with Mexico, Colombia, Venezuela, and Ecuador which will lower tariffs on traded fruit. Chile also established phytosanitary agreements with Japan, South Korea, Hong Kong, China, the Philippines, Malaysia, New Zealand, Venezuela, Colombia, and Mexico.

Chile, whose import restrictions effectively ban fruit imports, is largely self-sufficient in apple supplies. However, there are several potential marketing windows for imported fruit during Chile's off-season for Northern Hemisphere producers such as the United States. Further, in 1994 progress was made in gaining access for U.S. fruit when phytosanitary protocols were drafted detailing inspection and quarantine requirements for imported fruit. This year negotiations will continue between U.S. and Chilean authorities to finalize import requirements.

New Zealand

Apple production in 1994/95 is forecast to increase to a record 541,000 tons, 22 percent above the previous year's hail-reduced crop. Maturation of recent plantings and favorable weather are responsible for the increase. Increasing yields of Braeburn, Royal Gala, Cox, and Fuji offset removals of the less profitable Red Delicious and Granny Smith varieties. Tree removals have slowed from their peak in the 1992/93 season when low prices encouraged the uprootings.

With no hail damage and warmer temperatures, apple exports are forecast to increase to 259,000 tons, a 23 percent increase from last year. The increase is also attributed to the higher proportion of new apple varieties which yield a greater percentage of exportable fruit. The European Union and the United States are the largest export markets for New Zealand apples.

New Zealand's first year in the Japanese market, which totaled 235 tons, fell short of industry expectations. According to New Zealand's fruit industry, Japan's strict protocol conditions limited the volume that could be cleared for entry into Japan, and the industry hopes that Japanese authorities will relax the phytosanitary requirements once more fruit moves safely into Japan.

In 1994/95 New Zealand's imports of apples are forecast at 1,000 tons, an increase of 160 percent. Limited import demand stems from New Zealand's abundant domestic apple production and improved controlled atmosphere storage techniques which extend the supply of a harvested

crop throughout the year.

Nonetheless, United States export prospects are forecast to improve in 1994/95 as the result of the loss of the Apple and Pear Marketing Board's (APMP) monopoly on commercial fruit sales. The volume of import demand will depend on how much local fruit the Board and other operators decide to put into long-term storage.

South Africa

The 1994/95 apple crop is estimated at a record 657,000 tons, up 5 percent from 1993/94 due to overall favorable weather during the growing season. Planted area appears to have stabilized, with a slow expansion possible if European markets remain strong.

South Africa's apple exports in 1994/95 are forecast at 237,000 tons, 12,000 tons above last year. Due to returns on the export market, the apple industry is expanding and UNIFRUCO, the fruit, juice, and wine marketing agency, actively promotes new plantings of selected cultivars. A 50 percent export increase is projected from 1994 to 2000 from producers in the western and eastern Cape of South Africa. As with Australia and Chile, South Africa's imports of apples are minimal because of phytosanitary restrictions. The 5 percent import duty is not a significant barrier to apple trade.

## Northern Hemisphere Updates

The following information updates the article entitled "World Fresh Apple and Pear Update" article released in the November 1994 issue of USDA's *World Horticultural Trade & U.S. Export Opportunities*.

Serbia/Montenegro was added to the supply and utilization table in place of Yugoslavia. Slovakia was included as a new apple reporting county. The European Union (EU) section of the table now includes Austria and Sweden which became members in January 1995.

The Northern Hemisphere's apple production in 1994/95 is now estimated at 32.4 million tons, down 2 percent from 1993/94. Decreased production in Eastern Europe is expected to offset increased production in the United States, Germany, and China.

United States

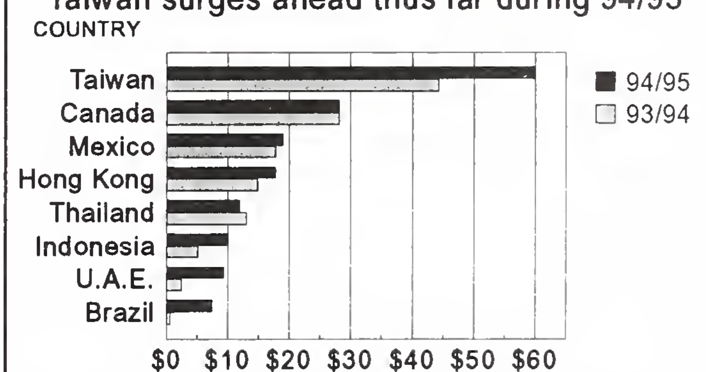
Despite the late opening of the important Mexican market and the peso devaluation, global exports of apples are at a record pace in 1994/95--41 percent ahead of last year's record pace. Record shipments to Taiwan, Hong Kong, Indonesia, and Brazil are fueling the pace of apple exports.

Latin America is forecast to continue being a growth market for U.S. exports. Exports to Brazil this season, during July-December 1994, show a ten-fold increase in apple exports to $7.5 million, over the same period last year. United States exports will trail off as Southern Hemisphere production reaches the market. However, Brazil and other Latin American countries hold much potential.

In addition to Latin America, new markets in Asia hold promise: Japan, the Russian Far East, Vietnam, and China. Given the impact of the peso devaluation on exports to Mexico this year, the U.S. apple industry will continue seeking a diversified export market to reduce the risk of relying on a single dominant market.

Overall, a less promising year is forecast for apple

**Leading U.S. apple export markets 1/:**
**Taiwan surges ahead thus far during 94/95**




1/ July-December--most current dete from U.S. Census Bureeu
These countries represent, in velue, ebout 70% of ell U.S. exports to dete

and pear exports to Mexico compared with last year's record season, according to trade sources. The Mexican peso fell 30 percent in value after December 22, 1994.

To counter the effect of the peso devaluation, industry sources say aggressive marketing efforts will continue to protect market share from competitor countries such as Chile, New Zealand

and South Africa. Recovery of the apple and pear market will be contingent on stabilization of the peso.

Mexico

In general, Mexico's apple and pear industry is suffering from a lack of credit, high interest rates, and competition from U.S. and other imported fruit. To exacerbate the situation, the peso went to a floating exchange rate in December 1994. As a result, production inputs that are imported have became more expensive and interest rates have doubled.

Despite the financial problems facing the Mexican apple industry, the 1994/95 production forecast is 522,000 tons, a slight increase from last season.

On the import side, the devaluation also had a major effect on U.S. exports to Mexico--shipments to Mexico from the Northwest during the 1994/95 season, November-December 1994, are 68 percent below the same period last year. Shipments are also depressed because of the delayed opening of the export season.

## PEARS

### Southern Hemisphere

Pear production in the Southern Hemisphere for the 1994/95 season (crop harvested in early 1995) is projected at 1.1 million tons, up 3 percent from 1994/95. All Southern Hemisphere countries, except Argentina, are forecast to have higher production in 1994/95 compared with last year.

Pear exports by Southern Hemisphere countries are forecast to increase 7 percent, overall, led by Argentina and Chile. South Africa is forecast to have the largest export jump--a 25 percent increase to 108,000 tons.

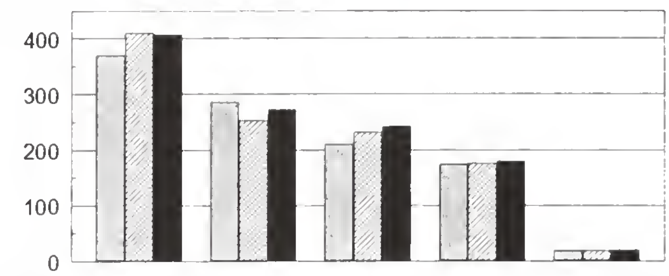
Argentina

Pear production in 1994/95 is forecast at 407,000 tons, 1 percent below 1993/94, because of reduced fruit size from hail and from strong winds during flowering and fruit set. The dominant pear varieties in Argentina continue to be Williams and Packham's Triumph--with future growth expected for Packham's Triumph, D'Anjou, and Bosc varieties.

Argentina, the largest pear exporter in the Southern Hemisphere, is forecast to ship 170,000 tons in 1995, above the 160,000 tons exported

**Southern Hemisphere pear production:**
**increase of 3 percent forecast in 1995**

1000 MT's

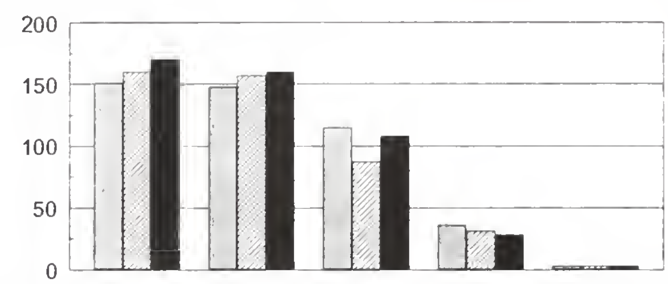



| Year | Argentina | S.Africa | Chile | Australia | N.Zealand |
|---|---|---|---|---|---|
| 93 | 370 | 286 | 210 | 174 | 18 |
| 94 | 410 | 253 | 232 | 175 | 19 |
| 95 | 407 | 273 | 242 | 180 | 20 |

Source: USDA

**Southern Hemisphere pear exports:**
**Argentina leads overall 7 percent increase in 1995**

1000 MT's




| Year | Argentina | Chile | S.Africa | Australia | N.Zealand |
|---|---|---|---|---|---|
| 93 | 151 | 148 | 115 | 36 | 3 |
| 94 | 160 | 157 | 87 | 31 | 3 |
| 95 | 170 | 160 | 108 | 28 | 3 |

Source: USDA

last year, as the result of firm import demand from European countries. Italy, the Netherlands, the United States, and Brazil accounted for 88 percent of Argentina's pear exports during 1994.

Australia

The 1994/95 crop is forecast to increase 3 percent over 1993/94, to 180,000 tons, due to increased bearing tree numbers and average yields. Flowering and fruit set were favorable with only light hail damage. A decrease in the production of traditional pear varieties has been compensated by

an increase in the Nashi (Asian) pear variety.

Exports of Australian pears are forecast at 28,000 tons, below last year's level. Like apples, the Southeast Asian market is the major destination for Australian pears. Industry sources forecast in 1995 a lower volume of Australian pears will be shipped to the United States. Due to poor market prospects in the United States, fewer packing houses will be registered and pre-cleared for exports to the United States because less fruit is being committed to the U.S. market.

Chile

Pear production in 1994/95 is forecast to increase 4 percent from 1993/94 to 242,000 tons. After a continuous increase during the last ten years, planted area for pears fell in 1994/95 due to significant uprooting of several orchards, particularly red varieties and Asian pears. Despite a fall in total planted area, output is increasing because a significant percentage of planted area has yet to reach bearing age.

The European Union is Chile's largest export market for pears, followed by the United States. During the last 2 years, significant growth has occurred in exports to the Far East and Latin America. Chile, second to Argentina as an exporter in the Southern Hemisphere, is forecast to export 160,000 tons in 1994/95. As with apples, Chile does not import fresh pears because of phytosanitary requirements imposed by Chile's plant quarantine agency, SAG.

New Zealand

A slight increase is forecast for the 1994/95 pear crop over 1993/94, with production estimated at 20,000 tons. Favorable weather contributed to the production increase. The 1993/94 pear crop, which is grown in the same region as apples, was also adversely affected by last season's hail storm.

New Zealand is a minor exporter of pears because 72 percent of the total crop is consumed domestically. During 1994/95 the export forecast is about 3,000 tons with the major markets in the EU and the United States. Russia is a growing market for New Zealand pears--exports increased from 0 to 406 tons from 1992/93 to 1993/94.

South Africa

Pear production in 1994/95 is forecast at 273,000 tons, up 8 percent from 1993/94, but down 5 percent from the record 1992/93 crop. A slight increase in bearing-tree production and favorable weather led to the forecast increase.

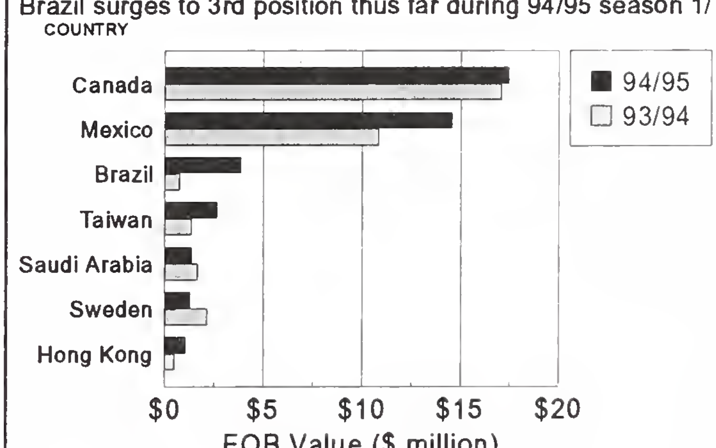
South Africa's pear exports during 1994/95, forecast at 108,000 tons, will return to normal levels after the 24 percent reduction in 1993/94 caused by quality problems. A setback to the fruit industry is the scheduled April 1, 1995 discontinuation of the General Export Incentive Scheme (GEIS). The export incentive amounted to 5.5 percent on the FOB value of exports, and its loss is forecast to impact on the industry's earnings.

## Northern Hemisphere Updates

Northern Hemisphere pear production in 1994/95 is forecast at 4.6 million tons, up 9 percent from 1993/94 and up 1 percent from the November 1994 issue of *World Horticultural Trade and U.S. Export Opportunities*. The Northern Hemisphere increase is attributed to the U.S. pear output being revised from 889,000 tons to 940,000 tons. As with the apple table, Austria and Sweden have been moved to the "European Union" grouping from the "Other Europe" grouping because of EU membership on January 1, 1995.

Total U.S. pear exports are valued at $48 million thus far in the 1994/95 marketing year (July-December 1994), $7 million ahead of the same

Leading U.S. pear export markets:
Brazil surges to 3rd position thus far during 94/95 season 1/




1/ July-December 1994--most current data from U.S. Census Bureau
These countries represent, in value, 90% of total U.S. exports to date

time last year. The largest increases have been in Mexico, Brazil, and Taiwan. For Mexico, the peso devaluation is forecast to reduce the export pace in 1994/95 as the season progresses. Fortunately, pear exports from the Northwest got a big jump early in the season, and shipments, as reported by U.S. shippers, appear about 1 percent higher than last year's record level.

*(For further information on supply, distribution, and trade, contact Casey Bean at 202-720-4620. For information on production, contact Kelly Strzelecki at 202-720-6791. For information on marketing, contact Laura Davis at 202-720-2252.)*

## Table 1
## Apples: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| NORTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| EUROPEAN UNION (EU) | | | | | | | | |
| Austria | | | | | | | | |
| 1992/93 | 232,500 | 110,400 | 4,400 | 236,900 | 4,100 | 229,800 | 3,000 | 0 |
| 1993/94 | 318,200 | 157,200 | 4,100 | 322,300 | 25,800 | 292,500 | 4,000 | 0 |
| 1994/95 | 273,700 | 136,600 | 25,000 | 298,700 | 25,700 | 265,000 | 8,000 | 0 |
| Belgium | | | | | | | | |
| 1992/93 | 492,070 | 488,820 | 106,701 | 598,771 | 145,180 | 254,706 | 98,420 | 100,465 |
| 1993/94 | 530,215 | 529,137 | 75,000 | 605,215 | 155,000 | 269,066 | 106,000 | 75,149 |
| 1994/95 | 527,650 | 526,550 | 75,000 | 602,650 | 160,000 | 293,316 | 105,500 | 43,834 |
| Denmark | | | | | | | | |
| 1992/93 | 83,000 | 43,000 | 30,000 | 113,000 | 3,000 | 84,500 | 25,000 | 500 |
| 1993/94 | 85,000 | 45,000 | 25,000 | 110,000 | 3,000 | 80,000 | 26,500 | 500 |
| 1994/95 | 78,000 | 38,000 | 30,000 | 108,000 | 3,000 | 80,000 | 24,500 | 500 |
| France | | | | | | | | |
| 1992/93 | 2,398,200 | 2,298,200 | 73,400 | 2,471,600 | 650,300 | 792,000 | 180,000 | 849,300 |
| 1993/94 | 2,079,000 | 2,043,700 | 97,200 | 2,176,200 | 620,200 | 874,600 | 238,900 | 442,500 |
| 1994/95 | 2,113,400 | 2,073,400 | 61,300 | 2,174,700 | 640,000 | 894,700 | 240,000 | 400,000 |
| Germany | | | | | | | | |
| 1992/93 | 3,227,800 | 1,377,800 | 660,258 | 3,888,058 | 42,444 | 1,829,000 | 1,959,614 | 57,000 |
| 1993/94 | 1,718,400 | 882,400 | 717,718 | 2,436,118 | 43,856 | 1,306,000 | 1,036,262 | 50,000 |
| 1994/95 | 2,126,000 | 876,000 | 600,000 | 2,726,000 | 45,000 | 1,500,000 | 1,091,000 | 90,000 |
| Greece | | | | | | | | |
| 1992/93 | 385,267 | 369,767 | 6,863 | 392,130 | 5,899 | 221,981 | 1,000 | 163,250 |
| 1993/94 | 325,341 | 312,341 | 3,000 | 328,341 | 8,000 | 213,392 | 1,000 | 105,949 |
| 1994/95 | 335,000 | 321,600 | 3,000 | 338,000 | 7,000 | 220,000 | 1,000 | 110,000 |
| Italy | | | | | | | | |
| 1992/93 | 2,394,000 | 2,344,000 | 35,000 | 2,429,000 | 396,000 | 1,334,000 | 439,000 | 260,000 |
| 1993/94 | 2,145,000 | 2,105,000 | 32,830 | 2,177,830 | 430,108 | 1,133,722 | 509,000 | 105,000 |
| 1994/95 | 2,057,000 | 2,017,000 | 32,000 | 2,089,000 | 430,000 | 1,144,000 | 450,000 | 65,000 |
| Netherlands | | | | | | | | |
| 1992/93 | 640,000 | 576,000 | 296,801 | 936,801 | 312,269 | 522,781 | 80,115 | 21,636 |
| 1993/94 | 670,000 | 603,000 | 252,876 | 922,876 | 448,765 | 365,111 | 84,000 | 25,000 |
| 1994/95 | 600,000 | 540,000 | 275,000 | 875,000 | 410,000 | 360,000 | 80,000 | 25,000 |
| Spain | | | | | | | | |
| 1992/93 | 1,095,400 | 1,034,300 | 100,300 | 1,195,700 | 28,600 | 762,300 | 260,600 | 144,200 |
| 1993/94 | 874,100 | 839,200 | 147,000 | 1,021,100 | 32,000 | 740,100 | 200,000 | 49,000 |
| 1994/95 | 724,400 | 694,400 | 160,600 | 885,000 | 20,000 | 655,000 | 180,000 | 30,000 |
| Sweden | | | | | | | | |
| 1992/93 | 71,680 | 26,680 | 83,100 | 154,780 | 1,970 | 145,810 | 7,000 | 0 |
| 1993/94 | 59,560 | 19,560 | 90,000 | 149,560 | 1,530 | 141,030 | 7,000 | 0 |
| 1994/95 | 60,000 | 20,000 | 90,000 | 150,000 | 1,500 | 141,500 | 7,000 | 0 |
| United Kingdom | | | | | | | | |
| 1992/93 | 337,000 | 337,000 | 463,117 | 800,117 | 57,290 | 673,497 | 37,070 | 32,260 |
| 1993/94 | 324,600 | 324,600 | 418,897 | 743,497 | 55,895 | 650,999 | 35,706 | 897 |
| 1994/95 | 312,400 | 312,400 | 432,000 | 744,400 | 53,108 | 656,128 | 34,364 | 800 |
| SUBTOTAL--EU | | | | | | | | |
| 1992/93 | 11,356,917 | 9,005,967 | 1,859,940 | 13,216,857 | 1,647,052 | 6,850,375 | 3,090,819 | 1,628,611 |
| 1993/94 | 9,129,416 | 7,861,138 | 1,863,621 | 10,993,037 | 1,824,154 | 6,066,520 | 2,248,368 | 853,995 |
| 1994/95 | 9,207,550 | 7,555,950 | 1,783,900 | 10,991,450 | 1,795,308 | 6,209,644 | 2,221,364 | 765,134 |
| NON-EU COUNTRIES | | | | | | | | |
| Bulgaria | | | | | | | | |
| 1992/93 | 221,201 | 176,961 | 15,628 | 236,829 | 2,519 | 57,000 | 160,310 | 17,000 |
| 1993/94 | 117,967 | 89,655 | 22,649 | 140,616 | 289 | 53,000 | 67,327 | 20,000 |
| 1994/95 | 110,000 | 82,000 | 20,000 | 130,000 | 1,000 | 50,000 | 60,000 | 19,000 |
| Canada | | | | | | | | |
| 1992/93 | 563,954 | 563,954 | 97,475 | 661,429 | 73,996 | 357,433 | 230,000 | 0 |
| 1993/94 | 473,657 | 473,657 | 98,416 | 572,073 | 50,196 | 331,877 | 190,000 | 0 |
| 1994/95 | 500,000 | 500,000 | 100,000 | 600,000 | 65,000 | 325,000 | 210,000 | 0 |

## Table 1 (cont'd.)
## Apples: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| China | | | | | | | | |
| 1992/93 | 6,556,000 | 4,586,000 | 671 | 6,556,671 | 38,317 | 6,190,354 | 328,000 | 0 |
| 1993/94 | 9,070,000 | 6,350,000 | 1,049 | 9,071,049 | 119,418 | 8,497,631 | 454,000 | 0 |
| 1994/95 | 10,000,000 | 7,000,000 | 1,640 | 10,001,640 | 130,000 | 9,368,000 | 503,640 | |
| Hungary | | | | | | | | |
| 1992/93 | 666,000 | 340,000 | 0 | 666,000 | 210,000 | 210,000 | 246,000 | 0 |
| 1993/94 | 819,000 | 426,000 | 0 | 819,000 | 231,000 | 298,000 | 290,000 | 0 |
| 1994/95 | 700,000 | 380,000 | 0 | 700,000 | 210,000 | 210,000 | 280,000 | 0 |
| Japan | | | | | | | | |
| 1992/93 | 1,039,000 | 956,600 | 70 | 1,039,070 | 1,520 | 819,550 | 218,000 | 0 |
| 1993/94 | 1,011,000 | 928,700 | 50 | 1,011,050 | 2,140 | 828,010 | 180,900 | 0 |
| 1994/95 | 1,048,000 | 965,100 | 14,500 | 1,062,500 | 2,300 | 873,200 | 187,000 | 0 |
| Mexico | | | | | | | | |
| 1992/93 | 580,000 | 500,000 | 100,000 | 680,000 | 0 | 440,000 | 240,000 | 0 |
| 1993/94 | 500,000 | 430,000 | 160,000 | 660,000 | 0 | 402,000 | 258,000 | 0 |
| 1994/95 | 522,000 | 465,000 | 130,000 | 652,000 | 0 | 417,000 | 235,000 | 0 |
| Norway | | | | | | | | |
| 1992/93 | 43,331 | 14,837 | 42,789 | 86,120 | 0 | 71,441 | 2,000 | 12,679 |
| 1993/94 | 58,559 | 27,390 | 33,335 | 91,894 | 0 | 71,648 | 9,932 | 10,314 |
| 1994/95 | 50,042 | 20,406 | 40,000 | 90,042 | 0 | 70,000 | 5,500 | 14,542 |
| Poland | | | | | | | | |
| 1992/93 | 1,569,000 | 1,240,000 | 16,000 | 1,585,000 | 113,000 | 493,000 | 979,000 | 0 |
| 1993/94 | 1,842,000 | 1,500,000 | 44,000 | 1,886,000 | 176,000 | 560,000 | 1,150,000 | 0 |
| 1994/95 | 1,300,000 | 1,100,000 | 60,000 | 1,360,000 | 150,000 | 450,000 | 760,000 | 0 |
| Romania | | | | | | | | |
| 1992/93 | 541,145 | 471,145 | 0 | 541,145 | 40,000 | 426,145 | 60,000 | 15,000 |
| 1993/94 | 1,097,158 | 972,158 | 7,000 | 1,104,158 | 60,000 | 864,158 | 150,000 | 30,000 |
| 1994/95 | 525,000 | 450,000 | 7,000 | 532,000 | 30,000 | 410,000 | 77,000 | 15,000 |
| Russia | | | | | | | | |
| 1992/93 | 1,425,000 | 1,070,000 | 175,000 | 1,600,000 | 0 | 720,000 | 480,000 | 400,000 |
| 1993/94 | 1,544,000 | 1,084,000 | 320,000 | 1,864,000 | 0 | 857,000 | 541,000 | 466,000 |
| 1994/95 | 1,230,000 | 840,000 | 350,000 | 1,580,000 | 0 | 710,000 | 475,000 | 395,000 |
| Serbia/Montenegro | | | | | | | | |
| 1992/93 | 204,000 | 145,000 | 0 | 204,000 | 0 | 162,000 | 42,000 | 0 |
| 1993/94 | 190,000 | 135,000 | 0 | 190,000 | 0 | 156,000 | 34,000 | 0 |
| 1994/95 | 195,000 | 138,000 | 0 | 195,000 | 0 | 161,000 | 34,000 | 0 |
| Slovakia | | | | | | | | |
| 1992/93 | 112,000 | 107,000 | 0 | 112,000 | 17,000 | 65,000 | 30,000 | 0 |
| 1993/94 | 112,000 | 107,000 | 0 | 112,000 | 17,000 | 65,000 | 30,000 | 0 |
| 1994/95 | 57,000 | 53,000 | 23,000 | 80,000 | 0 | 60,000 | 20,000 | 0 |
| Taiwan | | | | | | | | |
| 1992/93 | 12,624 | 12,624 | 114,877 | 127,501 | 0 | 127,501 | 0 | 0 |
| 1993/94 | 8,128 | 8,128 | 107,544 | 115,672 | 0 | 115,672 | 0 | 0 |
| 1994/95 | 8,469 | 8,469 | 120,000 | 128,469 | 0 | 128,469 | 0 | 0 |
| Turkey | | | | | | | | |
| 1992/93 | 2,100,000 | 2,100,000 | 21,365 | 2,121,365 | 45,549 | 1,970,816 | 105,000 | 0 |
| 1993/94 | 2,080,000 | 2,080,000 | 36,795 | 2,116,795 | 30,676 | 1,982,119 | 104,000 | 0 |
| 1994/95 | 2,000,000 | 2,000,000 | 40,000 | 2,040,000 | 40,000 | 1,900,000 | 100,000 | 0 |
| United States | | | | | | | | |
| 1992/93 | 4,798,400 | 4,798,400 | 110,401 | 4,908,801 | 489,346 | 2,308,159 | 2,111,296 | 0 |
| 1993/94 | 4,860,000 | 4,860,000 | 111,075 | 4,971,075 | 608,577 | 2,321,298 | 2,041,200 | 0 |
| 1994/95 | 4,948,400 | 4,948,400 | 122,000 | 5,070,400 | 852,000 | 2,090,588 | 2,127,812 | 0 |
| SUBTOTAL: NON-EU COUNTRIES | | | | | | | | |
| 1992/93 | 20,431,655 | 17,082,521 | 694,276 | 21,125,931 | 1,031,247 | 14,418,399 | 5,231,606 | 444,679 |
| 1993/94 | 23,783,469 | 19,471,688 | 941,913 | 24,725,382 | 1,295,296 | 17,403,413 | 5,500,359 | 526,314 |
| 1994/95 | 23,193,911 | 18,950,375 | 1,028,140 | 24,222,051 | 1,480,300 | 17,223,257 | 5,074,952 | 443,542 |

## Table 1 (cont'd.)
## Apples: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| SUBTOTAL: NORTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| 1992/93 | 31,788,572 | 26,088,488 | 2,554,216 | 34,342,788 | 2,678,299 | 21,268,774 | 8,322,425 | 2,073,290 |
| 1993/94 | 32,912,885 | 27,332,826 | 2,805,534 | 35,718,419 | 3,119,450 | 23,469,933 | 7,748,727 | 1,380,309 |
| 1994/95 | 32,401,461 | 26,506,325 | 2,812,040 | 35,213,501 | 3,275,608 | 23,432,901 | 7,296,316 | 1,208,676 |
| SOUTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| Argentina | | | | | | | | |
| 1992/93 | 947,000 | 947,000 | 4,335 | 951,335 | 145,000 | 256,335 | 550,000 | 0 |
| 1993/94 | 1,050,000 | 1,050,000 | 3,998 | 1,053,998 | 150,000 | 313,998 | 590,000 | 0 |
| 1994/95 | 1,070,000 | 1,070,000 | 5,000 | 1,075,000 | 160,000 | 305,000 | 610,000 | 0 |
| Australia | | | | | | | | |
| 1992/93 | 336,000 | 336,000 | 0 | 336,000 | 35,854 | 179,146 | 121,000 | 0 |
| 1993/94 | 321,000 | 321,000 | 0 | 321,000 | 32,000 | 160,000 | 129,000 | 0 |
| 1994/95 | 322,000 | 322,000 | 0 | 322,000 | 37,000 | 157,000 | 128,000 | 0 |
| Brazil | | | | | | | | |
| 1992/93 | 400,000 | 400,000 | 52,614 | 452,614 | 23,930 | 228,684 | 200,000 | 0 |
| 1993/94 | 456,800 | 456,800 | 48,368 | 505,168 | 29,379 | 247,389 | 228,400 | 0 |
| 1994/95 | 487,500 | 487,500 | 48,368 | 535,868 | 29,379 | 262,739 | 243,750 | 0 |
| Chile | | | | | | | | |
| 1992/93 | 850,000 | 840,000 | 0 | 850,000 | 361,000 | 85,000 | 404,000 | 0 |
| 1993/94 | 800,000 | 790,000 | 0 | 800,000 | 340,000 | 90,000 | 370,000 | 0 |
| 1994/95 | 810,000 | 800,000 | 0 | 810,000 | 345,000 | 90,000 | 375,000 | 0 |
| New Zealand | | | | | | | | |
| 1992/93 | 487,507 | 437,507 | 853 | 488,360 | 231,916 | 52,051 | 204,393 | 0 |
| 1993/94 | 443,487 | 383,487 | 384 | 443,871 | 211,437 | 51,848 | 180,586 | 0 |
| 1994/95 | 541,000 | 481,000 | 1,000 | 542,000 | 259,000 | 52,909 | 230,091 | 0 |
| South Africa | | | | | | | | |
| 1992/93 | 633,440 | 633,440 | 0 | 633,440 | 210,350 | 212,065 | 211,025 | 0 |
| 1993/94 | 627,160 | 627,160 | 0 | 627,160 | 224,695 | 215,350 | 187,115 | 0 |
| 1994/95 | 657,000 | 657,000 | 0 | 657,000 | 237,250 | 219,000 | 200,750 | 0 |
| SUBTOTAL: SOUTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| 1992/93 | 3,653,947 | 3,593,947 | 57,802 | 3,711,749 | 1,008,050 | 1,013,281 | 1,690,418 | 0 |
| 1993/94 | 3,698,447 | 3,628,447 | 52,750 | 3,751,197 | 987,511 | 1,078,585 | 1,685,101 | 0 |
| 1994/95 | 3,887,500 | 3,817,500 | 54,368 | 3,941,868 | 1,067,629 | 1,086,648 | 1,787,591 | 0 |
| WORLD TOTAL | | | | | | | | |
| 1992/93 | 35,442,519 | 29,682,435 | 2,612,018 | 38,054,537 | 3,686,349 | 22,282,055 | 10,012,843 | 2,073,290 |
| 1993/94 | 36,611,332 | 30,961,273 | 2,858,284 | 39,469,616 | 4,106,961 | 24,548,518 | 9,433,828 | 1,380,309 |
| 1994/95 | 36,288,961 | 30,323,825 | 2,866,408 | 39,155,369 | 4,343,237 | 24,519,549 | 9,083,907 | 1,208,676 |

Notes:
1/ Data for Northern Hemisphere countries are for a July/June marketing year except Mexico and France which are August/July. In the Southern Hemisphere, the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated.

# Table 2
## Pears: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| | | | | NORTHERN HEMISPHERE | | | | |
| EUROPEAN UNION | | | | | | | | |
| Austria | | | | | | | | |
| 1992/93 | 35,900 | 6,400 | 21,100 | 57,000 | 0 | 57,000 | 0 | 0 |
| 1993/94 | 44,000 | 8,900 | 17,000 | 61,000 | 0 | 61,000 | 0 | 0 |
| 1994/95 | 37,700 | 7,300 | 23,300 | 61,000 | 0 | 61,000 | 0 | 0 |
| Belgium-Luxembourg | | | | | | | | |
| 1992/93 | 112,000 | 111,775 | 19,448 | 131,448 | 60,704 | 62,926 | 5,600 | 2,218 |
| 1993/94 | 147,020 | 146,858 | 15,000 | 162,020 | 80,000 | 67,512 | 7,500 | 7,008 |
| 1994/95 | 155,090 | 154,540 | 15,000 | 170,090 | 80,000 | 76,200 | 7,755 | 6,135 |
| Denmark | | | | | | | | |
| 1992/93 | 8,000 | 6,000 | 8,000 | 16,000 | 200 | 15,750 | 0 | 50 |
| 1993/94 | 8,200 | 6,200 | 8,000 | 16,200 | 200 | 15,950 | 0 | 50 |
| 1994/95 | 7,800 | 5,800 | 8,500 | 16,300 | 200 | 16,050 | | 50 |
| France | | | | | | | | |
| 1992/93 | 393,600 | 384,500 | 74,400 | 468,000 | 99,700 | 300,400 | 30,000 | 37,900 |
| 1993/94 | 251,100 | 235,500 | 108,000 | 359,100 | 57,600 | 270,900 | 24,000 | 6,600 |
| 1994/95 | 351,000 | 339,000 | 75,000 | 426,000 | 90,000 | 301,000 | 25,000 | 10,000 |
| Germany | | | | | | | | |
| 1992/93 | 583,100 | 54,700 | 193,130 | 776,230 | 4,552 | 229,000 | 542,347 | 331 |
| 1993/94 | 293,200 | 43,200 | 165,320 | 458,520 | 7,619 | 228,838 | 221,363 | 700 |
| 1994/95 | 288,700 | 38,700 | 150,000 | 438,700 | 5,000 | 220,000 | 213,370 | 330 |
| Greece | | | | | | | | |
| 1992/93 | 88,056 | 85,416 | 4,166 | 92,222 | 304 | 77,087 | 12,000 | 2,831 |
| 1993/94 | 81,045 | 78,615 | 2,500 | 83,545 | 200 | 69,919 | 8,300 | 5,126 |
| 1994/95 | 76,000 | 92,150 | 3,500 | 98,500 | 500 | 84,100 | 9,000 | 4,900 |
| Italy | | | | | | | | |
| 1992/93 | 1,138,000 | 1,078,000 | 81,000 | 1,219,000 | 147,000 | 770,000 | 130,000 | 172,000 |
| 1993/94 | 916,000 | 856,000 | 79,174 | 995,174 | 153,463 | 701,711 | 130,000 | 10,000 |
| 1994/95 | 1,036,000 | 976,000 | 50,000 | 1,086,000 | 170,000 | 796,000 | 110,000 | 10,000 |
| Netherlands | | | | | | | | |
| 1992/93 | 115,000 | 103,000 | 85,044 | 200,044 | 98,567 | 95,298 | 5,000 | 1,179 |
| 1993/94 | 170,000 | 153,000 | 86,339 | 256,339 | 154,421 | 96,718 | 4,000 | 1,200 |
| 1994/95 | 140,000 | 126,000 | 85,000 | 225,000 | 125,000 | 95,000 | 4,000 | 1,000 |
| Spain | | | | | | | | |
| 1992/93 | 652,800 | 618,700 | 24,100 | 676,900 | 34,000 | 589,200 | 34,000 | 19,700 |
| 1993/94 | 459,400 | 440,200 | 42,400 | 501,800 | 45,000 | 436,800 | 20,000 | 0 |
| 1994/95 | 542,900 | 518,000 | 20,100 | 563,000 | 40,000 | 497,000 | 26,000 | 0 |
| Sweden | | | | | | | | |
| 1992/93 | 9,430 | 2,930 | 29,000 | 38,430 | 220 | 38,210 | 0 | 0 |
| 1993/94 | 9,860 | 2,860 | 27,900 | 37,760 | 230 | 37,530 | 0 | 0 |
| 1994/95 | 6,700 | 1,700 | 28,500 | 35,200 | 150 | 35,050 | 0 | 0 |
| United Kingdom | | | | | | | | |
| 1992/93 | 25,900 | 25,900 | 110,151 | 136,051 | 1,895 | 133,450 | 648 | 58 |
| 1993/94 | 43,800 | 43,800 | 91,500 | 135,300 | 2,760 | 130,913 | 876 | 751 |
| 1994/95 | 25,000 | 25,000 | 110,500 | 135,500 | 1,750 | 133,198 | 500 | 52 |
| SUBTOTAL: EU | | | | | | | | |
| 1992/93 | 3,161,786 | 2,477,321 | 649,539 | 3,811,325 | 447,142 | 2,368,321 | 759,595 | 236,267 |
| 1993/94 | 2,423,625 | 2,015,133 | 643,133 | 3,066,758 | 501,493 | 2,117,791 | 416,039 | 31,435 |
| 1994/95 | 2,666,890 | 2,284,190 | 569,400 | 3,255,290 | 512,600 | 2,314,598 | 395,625 | 32,467 |
| * OTHER NORTHERN HEMISPHERE COUNTRIES * | | | | | | | | |
| Bulgaria | | | | | | | | |
| 1992/93 | 48,913 | 19,200 | 12 | 48,925 | 549 | 24,000 | 14,376 | 10,000 |
| 1993/94 | 21,006 | 6,000 | 166 | 21,172 | 10 | 12,162 | 8,000 | 1,000 |
| 1994/95 | 16,000 | 3,000 | 200 | 16,200 | 100 | 9,600 | 6,000 | 500 |

## Table 2 (cont'd.)
## Pears: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| Canada | | | | | | | | |
| 1992/93 | 21,145 | 21,145 | 49,023 | 70,168 | 252 | 64,916 | 5,000 | 0 |
| 1993/94 | 14,822 | 14,822 | 54,352 | 69,174 | 2,192 | 62,482 | 4,500 | 0 |
| 1994/95 | 18,000 | 18,000 | 52,000 | 70,000 | 400 | 65,300 | 4,300 | 0 |
| Japan | | | | | | | | |
| 1992/93 | 429,100 | 396,500 | 0 | 429,100 | 6,900 | 421,700 | 500 | 0 |
| 1993/94 | 396,300 | 365,200 | 0 | 396,300 | 7,280 | 388,550 | 470 | 0 |
| 1994/95 | 439,600 | 406,200 | 0 | 439,600 | 8,000 | 431,100 | 500 | 0 |
| Mexico | | | | | | | | |
| 1992/93 | 32,000 | 26,000 | 36,000 | 68,000 | 0 | 65,600 | 2,400 | 0 |
| 1993/94 | 38,000 | 33,000 | 51,000 | 89,000 | 0 | 86,500 | 2,500 | 0 |
| 1994/95 | 35,000 | 30,000 | 40,000 | 75,000 | 0 | 73,000 | 2,000 | 0 |
| Norway | | | | | | | | |
| 1992/93 | 4,805 | 2,917 | 12,398 | 17,203 | 0 | 15,009 | 460 | 1,734 |
| 1993/94 | 2,915 | 1,461 | 15,450 | 18,365 | 0 | 16,497 | 0 | 1,868 |
| 1994/95 | 3,188 | 1,661 | 14,000 | 17,188 | 0 | 16,000 | 0 | 1,188 |
| Serbia/Montenegro | | | | | | | | |
| 1992/93 | 75,000 | 55,500 | 0 | 75,000 | 0 | 57,000 | 18,000 | 0 |
| 1993/94 | 78,000 | 59,000 | 0 | 78,000 | 0 | 61,000 | 17,000 | 0 |
| 1994/95 | 81,000 | 62,000 | 0 | 81,000 | 0 | 64,000 | 17,000 | 0 |
| Turkey | | | | | | | | |
| 1992/93 | 420,000 | 420,000 | 0 | 420,000 | 6,712 | 392,288 | 21,000 | 0 |
| 1993/94 | 420,000 | 420,000 | 0 | 420,000 | 6,444 | 392,556 | 21,000 | 0 |
| 1994/95 | 420,000 | 420,000 | 0 | 420,000 | 7,000 | 392,000 | 21,000 | 0 |
| United States | | | | | | | | |
| 1992/93 | 840,145 | 840,145 | 64,772 | 904,917 | 100,354 | 369,867 | 434,696 | 0 |
| 1993/94 | 861,200 | 861,200 | 65,509 | 926,709 | 128,331 | 402,226 | 396,152 | 0 |
| 1994/95 | 940,000 | 940,000 | 38,000 | 978,000 | 183,513 | 333,887 | 460,600 | 0 |
| SUBTOTAL: OTHER NORTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| 1992/93 | 1,871,108 | 1,781,407 | 162,205 | 2,033,313 | 114,767 | 1,410,380 | 496,432 | 11,734 |
| 1993/94 | 1,832,243 | 1,760,683 | 186,477 | 2,018,720 | 144,257 | 1,421,973 | 449,622 | 2,868 |
| 1994/95 | 1,952,788 | 1,880,861 | 144,200 | 2,096,988 | 199,013 | 1,384,887 | 511,400 | 1,688 |
| SUBTOTAL: NORTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| 1992/93 | 5,032,894 | 4,258,728 | 811,744 | 5,844,638 | 561,909 | 3,778,701 | 1,256,027 | 248,001 |
| 1993/94 | 4,255,868 | 3,775,816 | 829,610 | 5,085,478 | 645,750 | 3,539,764 | 865,661 | 34,303 |
| 1994/95 | 4,619,678 | 4,165,051 | 713,600 | 5,352,278 | 711,613 | 3,699,485 | 907,025 | 34,155 |
| SOUTHERN HEMISPHERE COUNTRIES | | | | | | | | |
| Argentina | | | | | | | | |
| 1992/93 | 370,000 | 370,000 | 377 | 370,377 | 150,816 | 100,000 | 119,561 | 0 |
| 1993/94 | 410,000 | 410,000 | 228 | 410,228 | 160,000 | 115,000 | 135,228 | 0 |
| 1994/95 | 407,000 | 407,000 | 300 | 407,300 | 170,000 | 115,000 | 122,300 | 0 |
| Australia | | | | | | | | |
| 1992/93 | 174,000 | 174,000 | 37 | 174,037 | 35,854 | 56,633 | 81,550 | 0 |
| 1993/94 | 175,000 | 175,000 | 35 | 175,035 | 31,450 | 57,585 | 86,000 | 0 |
| 1994/95 | 180,000 | 180,000 | 3 | 180,003 | 28,000 | 68,030 | 84,000 | 0 |
| Chile | | | | | | | | |
| 1992/93 | 210,000 | 208,000 | 0 | 210,000 | 148,000 | 48,000 | 14,000 | 0 |
| 1993/94 | 232,000 | 230,000 | 0 | 232,000 | 157,000 | 55,000 | 20,000 | 0 |
| 1994/95 | 242,000 | 240,000 | 0 | 242,000 | 160,000 | 60,000 | 22,000 | 0 |
| New Zealand | | | | | | | | |
| 1992/93 | 18,433 | 11,933 | 691 | 19,124 | 2,794 | 13,703 | 2,627 | 0 |
| 1993/94 | 19,376 | 12,876 | 300 | 19,676 | 3,164 | 13,830 | 2,682 | 0 |
| 1994/95 | 19,743 | 13,043 | 400 | 20,143 | 3,238 | 14,215 | 2,690 | 0 |

## Table 2 (cont'd.)
## Pears: Supply & Utilization in Selected Major Producing/Trading Countries
## (Metric Tons)

| Country/ Mktg Yr 1/ | Total Production | Commercial Production | Imports | Supply/ Utilization | Exports | Domestic Consumption | Processed | With-drawels |
|---|---|---|---|---|---|---|---|---|
| South Africa, Republic of | | | | | | | | |
| 1992/93 | 286,470 | 286,470 | 0 | 286,470 | 115,230 | 40,320 | 130,920 | 0 |
| 1993/94 | 252,725 | 252,725 | 0 | 252,725 | 87,465 | 43,910 | 121,350 | 0 |
| 1994/95 | 273,000 | 273,000 | 0 | 273,000 | 108,000 | 45,000 | 120,000 | 0 |
| SUBTOTAL: SOUTHERN HEMISPHERE | | | | | | | | |
| 1992/93 | 1,058,903 | 1,050,403 | 1,105 | 1,060,008 | 452,694 | 258,656 | 348,658 | 0 |
| 1993/94 | 1,089,101 | 1,080,601 | 565 | 1,088,666 | 443,483 | 284,373 | 360,810 | 0 |
| 1994/95 | 1,121,743 | 1,113,043 | 735 | 1,117,478 | 472,688 | 291,800 | 352,990 | 0 |
| WORLD TOTAL | | | | | | | | |
| 1992/93 | 6,091,797 | 5,309,131 | 812,849 | 6,904,646 | 1,014,603 | 4,037,357 | 1,604,685 | 248,001 |
| 1993/94 | 5,344,969 | 4,856,417 | 830,175 | 6,174,144 | 1,089,233 | 3,824,137 | 1,226,471 | 34,303 |
| 1994/95 | 5,741,421 | 5,278,094 | 714,335 | 6,469,756 | 1,184,301 | 3,991,285 | 1,260,015 | 34,155 |

Notes:

1/ Data for Northern Hemisphere countries are for a July/June marketing year except Mexico and France which are August/July. In the Southern Hemisphere, the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February of the second year indicated, and New Zealand where the year starts in October of the first year indicated.

## THE EU WINE SECTOR, LED BY ITALY, FRANCE AND SPAIN, DOMINATES WORLD WINE PRODCTION AND TRADE

**The European Union (EU) dominates the world wine industry, collectively accounting for about two-thirds of total production, slightly over 58 percent of consumption, and 85 percent of exports (including EU intratrade) over the past four years. The EU crush is led by Italy, France, and Spain, the world's top three producers, collectively contributing an average 155 million hectoliters (HL) or 57 percent of world outturn during marketing years 1990/91-1993/94. Reform of the Common Agricultural Policy (CAP) for wine aims to correct structural surpluses in the EU by lowering production. This will mean reduced expenditure on costly programs such as distillation, which have bloated the wine budget from 745 million ECU in 1989/90 to 1.58 billion ECU last year. However, reform will not be easy. A divergence of opinion between northern (Germany and France) and Mediterranean (Spain and Italy) countries over specific Member State responsibilities has policy makers stymied. Whatever its final form, CAP reform for wine is unlikely to challenge EU preeminence in world wine affairs.**

### Italy, France and Spain account for almost two-thirds of total world production

The following table sets EU production in the context of global wine production. Italy and France, followed by Spain, comprise the largest production block within the EU and account for the bulk of wine worldwide.

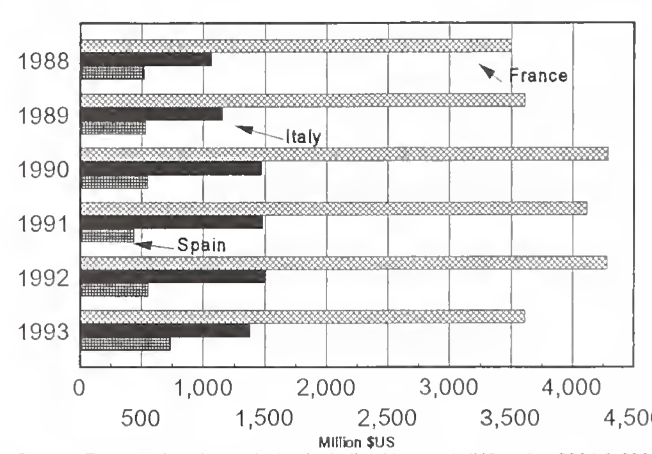
**World Wine Production (Millions of Hectoliters)**

| Country | 1990/91 | 1991/92 | 1992/93 | 1993/94 |
|---|---|---|---|---|
| EU-12 total | 181.4 | 156.4 | 190.4 | 158.8 |
| Italy | 54.3 | 59.2 | 68.1 | 61.9 |
| France | 63.9 | 41.1 | 65.4 | 53.3 |
| Spain | 38.6 | 31.2 | 34.5 | 25.4 |
| Other Western Europe 1/ | 9.6 | 10.5 | 9.3 | 8.7 |
| Latin America 2/ | 23.2 | 23.6 | 24.9 | 24.9 |
| China | 2.5 | 3.0 | 3.1 | 3.5 |
| United States | 17.1 | 17.7 | 16.7 | 15.8 |
| Eastern Europe 3/ | 14.3 | 13.9 | 12.1 | 15.0 |
| Former USSR | 15.7 | 14.0 | 13.0 | 13.7 |
| Australia | 3.9 | 4.6 | 4.4 | 5.3 |
| South Africa | 9.7 | 9.9 | 9.1 | 9.4 |
| North Africa | 1.1 | 1.3 | 1.3 | 1.3 |
| **TOTAL** | **279.9** | **254.7** | **285.8** | **260.1** |

1/ Includes Austria, Switzerland, and the formerYugoslavia.
2/ Argentina, Brazil, Chile, Mexico, and Uruguay.
3/ Bulgaria, Hungary, and Romania.
Source: combination of FAO/OIV data, USDA, and FAS post reports. Totals may not add due to rounding;1 HL=26.4 gal.

The wine industry is also an important factor in land use management and employment. In terms of share of total agricultural area harvested, Spain's wine growing area is 16.6 percent, compared with 12.2 percent for Italy and 11.5 percent for France. In the United States, the world's fourth leading producer, wine grape area is less than one-tenth of one percent of total agricultural area harvested. Collectively, the wine industries of Italy, France and Spain generate over $5.0 billion in export revenues.

The Big Three:France, Italy & Spain: Wine Export Value Calendar Years, 1988-1993;Million $US




Source: Eurostat data for total wine including Vermouth (HS codes 2204 & 2205). Data includes EU intratrade

## *ITALY*

Italy leads the world in wine production with an estimated 62 million hectoliters (HL) in 1993/94. Production from the 1994 fall crush is provisionally set at 55.4 million HL, or about 11 percent below last year due to extremely hot and dry conditions during July and August that stressed vines in most areas and contributed to smaller grape size. Although drought conditions persisted in the southern regions through the harvest period, overall average quality of the 1994 vintage is classified as "good" on a scale that includes "poor", "medium", "very good" and "excellent". Some regions, such as Tuscany and Campania, were rated as "very good" quality. Extensive flooding in northern Italy, particularly in Piedmont, in early November 1994, caused structural damage to some area wineries, although the vintage was unaffected.

**Four regions account for over half of total production**

**ITALY: Wine Production by Region (1,000 Hectoliters)**

| REGION | 1992 | 1993 |
|---|---|---|
| NORTH | | |
| Piedmont | 3,308 | 3,226 |
| Lombardy | 1,828 | 1,581 |
| Trentino Alto Adige | 1,340 | 1,147 |
| Veneto | 8,400 | 7,928 |
| Friuli Venezia Giulia | 1,390 | 1,263 |
| Emilia Romagna | 9,158 | 7,585 |
| Other North | 286 | 308 |
| **Subtotal North** | **25,710** | **23,038** |
| CENTER | | |
| Tuscany | 3,168 | 2,944 |
| Umbria | 928 | 954 |
| Marche | 2,273 | 1,772 |
| Latium | 4,011 | 3,480 |
| **Subtotal Center** | **10,380** | **9,150** |
| SOUTH | | |
| Abruzzo | 4,165 | 3,821 |
| Campania | 2,372 | 2,185 |
| Apulia | 11,339 | 11,051 |
| Other South | 1,880 | 1,867 |
| **Subtotal South** | **19,756** | **18,924** |
| ISLANDS | | |
| Sicily | 11,677 | 10,146 |
| Sardinia | 1,163 | 1,336 |
| **Subtotal Islands** | **12,840** | **11,482** |
| **TOTAL** | **68,686** | **62,594** |

Source: ISTAT and ISMEA in USDA/FAS report IT4053.

In volume terms, Apulia (South) and Sicily (Islands) are the leading regions followed by the two northern areas of Veneto and Emilia Romagna. Together these four regions accounted for 59 percent of total production in 1993. In geographic terms, northern Italy is the largest contributor to annual national outturn, accounting for about 35 percent in recent years.

**Quality improvement is a focus of the Italian wine sector**

Appellation of Origin regulations (DOC wines in Italy) were first implemented in the early 1960s, with the first vintage designated in 1966. These are region-identified quality wines, comparable to the French AOC wines. Currently there are 236 DOC-designated areas, as well as 13 GDOC (Guaranteed DOC) areas in Italy. The GDOC wines are among the most valuable (e.g., Asti Spumante, Barolo, Barbaresco, Chianti, and Brunello di Montalcino) and enjoy an international reputation for quality.

**Italy strives to lower production and increase share of quality wines**

The hierarchy of Italian wine flows downward from highest to lowest quality in the following manner: 1) GDOC; 2) DOC; 3) Table Wine of geographic indication; and, 4) ordinary table wine. GDOC wines are marketed in bottles of five liters or less, whereas DOC wines may be sold in containers of up to 60 liters. Only about 14 percent of total wine met DOC/GDOC criteria from the 1993/94 season. The share of appellation controlled wine is expected to increase in coming years as more areas earn the DOC designation. Table wines with geographic indication (comparable to French "les vins de pays") currently constitute about 15 percent of production. The remaining 70 percent or about 44 million HL is ordinary table wine. Italy's target is to lower production from around 60 million HL to about 50 million HL, and to increase the share of DOC wines to about 40 percent. This is supported by the trend in demand toward higher quality wines, both domestically and in export markets. Another contributing factor is the expected lower level of distillation subsidies offered by the EU in future years.

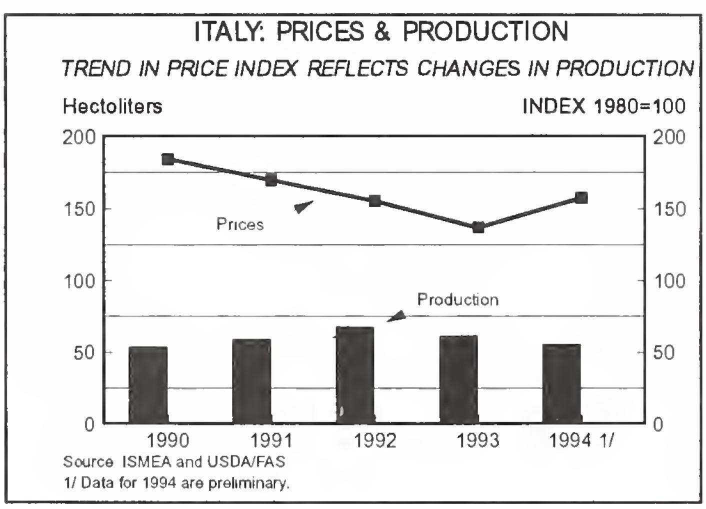
**EU Distillation Program supports prices by mopping up surplus production**

The EU's Common Agricultural Policy (CAP) for wine provides for a massive distillation program to help support producer prices in the face of high carry over stocks. To date, the distillation program remains the single most important regulatory instrument for controlling supply. Each year the EU Council determines the volume of wine to be distilled by each Member State. Producers receive a portion of the "reference price" for wine withdrawn for distillation. When the CAP for wine was first introduced, the payment was about 60 percent of the reference price. However, offer prices are now set at lower levels to discourage wine production for the distillation program. The table below shows that on average about 14.5 million HL of Italian wine were distilled annually over the past three years. This is about one-fifth of total Italian wine production in 1993/94. Due to lower forecast production in 1994/95 and firmer prices, the Italian industry is optimistic that compulsory distillation will be minimal. (For a review of EU assistance to the wine sector, see FHORT 2-95, pp.17-19).

**ITALY: EU Distillation Program**
**(1,000 Hectoliters) 1/**

| DISTILLATION | 1989/90 | 1990/91 | 1991/92 | 1992/93 | 1993/94 |
|---|---|---|---|---|---|
| Support | 4,298 | 4,387 | 8,478 | 10,096 | 7,300 |
| Compulsory | 378 | 684 | 5,808 | 5,252 | 5,650 |
| TOTAL | 4,676 | 5,071 | 14,286 | 15,348 | 12,950 |

1/ Estimates for 1993/94 are provisional.
Source: ISMEA in USDA/FAS report IT4053

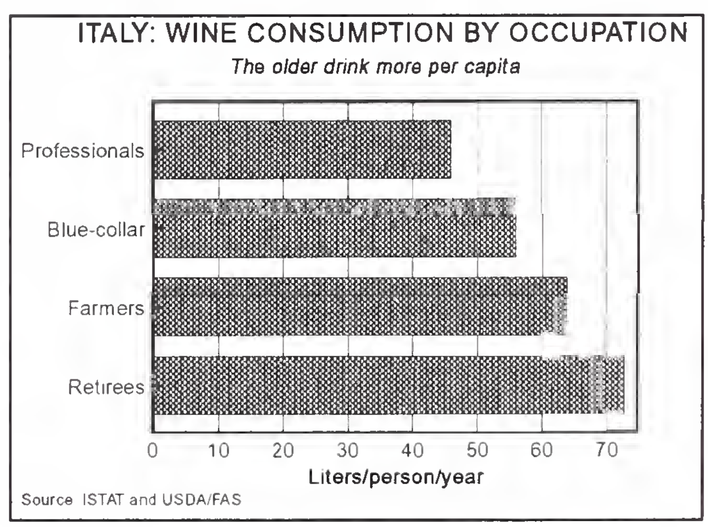



**Domestic prices reflect changes in production**

The chart below shows the response of domestic prices to annual shifts in production. After some firming in 1989 and 1990 due to improved quality and lower production, prices began to soften in 1991 and 1992 as production expanded and average vintage quality fell. Prices continued downward in 1993 despite lower production, but firmed in 1994 on stronger fundamentals, including improved export demand.

**Tide of Italian domestic wine consumption continues to ebb**

Domestic wine consumption has been falling in Italy for at least two decades, from about 110 liters/person in the early 1970s to around 60 liters/person in the current marketing year. Reasons for this drop are readily identified and run consistently throughout much of the wine-consuming world: 1) health concerns; 2) a marked change in dietary and work habits; and, 3) competition from other beverages, both non-alcoholic (soft drinks) and alcoholic (beer). Studies indicate that Italians are changing their consumption patterns from wine as a daily component with food to wine as a beverage reserved for more special occasions. Annual per capita consumption also varies dramatically by region, from 30 liters in Sicily to 90 liters in Valle d'Aosta. The following chart shows that on an occupational basis there is a marked difference in consumption among categories.



**Italy's exports appear to be on the upswing after several years of decline**

Italy saturates the world with its wine exports, accounting for about 30 percent of world trade. Throughout the last decade, however, Italian wine exports have declined, a trend that reflects falling consumption in export markets as well as some displacement by "new world" competitors (e.g., United States, Chile, and Australia). The increase in shipments in 1993 was largely a result of a devaluation of the Italian lira. Export value was also up 17 percent in lira terms in 1993, to 2.3 trillion lire; however, in dollar terms export value slipped about 9 percent from the previous year to $1.38 billion.

Italy's future position in export markets is to some extent linked to efforts aimed at improving quality and restoring credibility, especially following the methanol scare of 1986 and the procymidone problem of 1990. The continued move toward region-identified wines (DOC/GDOC) is an example of Italy's commitment to improvement of quality. Currently, government regulations for quality wines include provisions that monitor: 1) grape variety, 2) limits on yield, 3) sugar content of grape, and 4) chemical and organoleptic factors. Shipments bound for North America (i.e., NAFTA markets) are subject to quality controls in the form of advance testing on a sample basis to determine compliance with government standards. Wine bound for other markets is not subject to this requirement, although larger exporters often carry out independent tests to assure quality.

**Italian wine exports are concentrated in a few markets**

On average, about 75 percent of Italy's exports flow to four markets (Germany, France, the United Kingdom, and the United States). Shipments to France, which accounted for over 90 percent of total bulk wine exports (mainly from Apulia and Sicily), were down about 11 percent in 1993 from the year earlier period. Exports to Germany and the United States were up due to the devaluation of the Lira.

**ITALY: Exports of Wine, Must and Vermouth Calendar Years; 1,000 Hectoliters)**

| Type | 1991 | 1992 | 1993 |
|---|---|---|---|
| DOC Wines | 3,040 | 2,961 | 2,979 |
| -- in bottles | 2,119 | 2,145 | 2,569 |
| -- in bulk | 921 | 816 | 410 |
| Sparkling wines | 1,046 | 1,014 | 962 |
| Other wines | 7,137 | 6,523 | 7,075 |
| Spumante | 728 | 871 | 1,450 |
| Total Wines | 11,951 | 11,369 | 12,466 |
| Must | 312 | 259 | 406 |
| Vermouth | 916 | 833 | 1,092 |
| **TOTAL** | **13,179** | **12,461** | **13,963** |

Source: ISTAT, ISMA in USDA/FAS report IT4053

**ITALY: Wine Exports by Market (Calendar Years; 1,000 Hectoliters) 1/**

| Market | 1991 | 1992 | 1993 |
|---|---|---|---|
| Germany | 4,363 | 4,185 | 4,541 |
| France | 3,729 | 3,238 | 2,896 |
| U.K. | 1,042 | 1,003 | 996 |
| Total EU-12 | 9,680 | 8,916 | 9,004 |
| United States | 888 | 985 | 1,142 |
| Switzerland | 500 | 440 | 471 |
| Canada | 175 | 168 | 212 |
| Tot. Third Countries | 2,271 | 2,452 | 3,462 |
| **TOTAL** | **11,951** | **11,368** | **12,466** |

1/ Data do not include Vermouth and Must.
Source: ISTAT

**Imports outside EU suppliers are minimal**

Italy's imports are comparatively small, mainly of Champagne, Port, and Sherry from other EU countries. Shipments from the United States and other third-country suppliers, although minimal (3 percent of total), continue to expand. Imports from outside the EU are subject to tariffs currently ranging from 10.9 ECU/HL (1 ECU=2,340 lire) for bulk wines to 40 ECU/HL for Champagne or spumante-type sparkling wines.

**ITALY: Wine Imports by Supplier**
**(Calendar Years; 1,000 Hectoliters)**

| Supplier | 1991 | 1992 | 1993 |
|---|---|---|---|
| France | 511.9 | 242.7 | 103.0 |
| U.K. | 2.6 | 1.5 | 3.7 |
| Greece | 134.2 | 112.9 | 31.9 |
| Spain | 10.1 | 82.6 | 12.4 |
| Portugal | 74.9 | 151.6 | 56.3 |
| Total EU-12 | 742.7 | 691.7 | 382.9 |
| Others 1/ | 8.3 | 10.9 | 13.1 |
| **TOTAL** | **751.0** | **702.6** | **396.0** |

1/ Others includes U.S., Austria, Australia, and Canada.
Source: ISTAT

## *FRANCE*

France and Italy vie for the appellation of world's largest wine producer. However, since the start of the 1990s, France's output of wine in volume terms has consistently lagged behind that of Italy. In value terms, France is the world's leading exporter of wine, with a wide trade surplus estimated at FF 27.5 billion ($4.86 billion) in 1993.

**Production up slightly in 1994/95 from year earlier period; wine quality reportedly is average to good**

The 1994 French wine crush is estimated to be 54.9 million HL, about three percent larger than the 1993 crop, but almost 16 percent above 1992's outturn. Quality wines represent an estimated 21.4 million HL of total production in 1994/95, followed by region-designated table wines (12.2 million HL) and ordinary table wine (around 10.7 million HL). Cognac wine production is estimated at about 10.6 million HL. Overall wine quality for 1994/95 reportedly benefitted from an increased number of sunny days in October, especially in the southwest (Charentes) and northeast (Alsace) regions of France. The following table shows the composition of French wine by quality for two previous marketing years.

**FRANCE: Wine by Quality Classification**
**(Millions of Hectoliters; Aug/Jul Years)**

| | 1992/93 | | 1993/94 | |
|---|---|---|---|---|
| Category | Red/Rose | White | Red/Rose | White |
| AOC Wines 1/ | 14.887 | 8.885 | 14.818 | 7.537 |
| VDQS Wines 2/ | 0.332 | 0.318 | 0.276 | 0.272 |
| Table Wines 3/ | 23.210 | 4.975 | 19.031 | 4.060 |
| **TOTAL** | **38.429** | **13.978** | **34.125** | **11.869** |

1/ AOC designates the highest quality wines; AOC certifies, among others, the place of origin, process of production, and degree of alcohol. AOC wines are taste tested by the National Institute of Appellations of Origin (INAO).
2/ VDQS are wines of superior quality, and are less strictly regulated than the AOC designation. VDQS wines are also subject to taste testing.
3/ Table Wine comprises several categories of ordinary wines, including "les Vins de Pays", which are table wines with a regional specificity.
Source: French General Customs Office and Excise Taxes (DGI/DGDDI) in USDA/FAS report FR4101.

**French farmers typically produce wine from comparatively small holdings**

Almost half of France's 828,000 farms produce wine from an estimated 899,000 hectares of vineyards. Slightly more than half of area planted to wine grapes is designated AOC, or appellation controlled regions, the highest quality standard in France. About 162,000 farms produce wine for self consumption and are not considered commercial operations. Only 27,700 farms producing wine have holdings of more than 10 hectares. The top three wine growing regions in terms of area are: 1) Languedoc-Roussillon, 2) Aquataine, and 3) Provence-Alpes-Cote d'Azur with 64 percent of total wine vineyard area and 54 percent of total farms engaged in wine production. The following table presents French wine outturn in selected areas and shows recent year-to-year changes in production.

**FRANCE: Selected Wine Production by Category 1/**
**(Millions of Hectoliters; Marketing Years)**

| Category | 1991/92 | 1992/93 | 1993/94 |
|---|---|---|---|
| Champagne | 2.079 | 2.149 | 1.925 |
| Sparkling | 0.376 | 0.576 | 0.450 |
| Bordeaux, white | 0.342 | 1.044 | 0.803 |
| Bordeaux, red/rose | 2.185 | 5.055 | 4.830 |
| Burgundy, red | 1.769 | 1.908 | 1.820 |
| Burgundy, white | 0.548 | 0.694 | 0.684 |
| Cotes du Rhone, red/rose | 3.208 | 3.222 | 3.478 |
| Cote de Provence, red/rose | 0.776 | 0.797 | 0.945 |
| Langedoc-Roussillon | 2.075 | 2.036 | 2.172 |
| Loire Valley reds: (Touraine, Anjou, Saumer) | 0.422 | 1.192 | 1.027 |
| Loire Valley whites: (Touraine, Anjou, Saumer and Muscadet) | 0.440 | 1.490 | 1.337 |
| Other red/rose Appell. | 0.396 | 0.770 | 0.780 |
| Other white Appell. | 0.101 | 0.251 | 0.184 |
| Alsace | 1.015 | 1.314 | 1.041 |
| Table & Ordinary | 11.062 | 12.746 | n/a |

1/ Table presents selected production from some of the economically important areas and does not present total French wine production.
Source: French General Customs Office and Excise Taxes.

Government subsidies to the wine sector are funneled through ONIVINS, the French National Wine Office. The total budget for 1993 is estimated at FF 568.3 million (about $121 million). This amount was supplemented in 1993 by funding from the central EU budget amounting to FF 2.03 billion (about $433 million), an increase of 28 percent from the previous year. EU support was primarily directed toward vine-pulling and distillation, with small amounts for export subsidies. ONIVINS programs strengthen broader EU policy guidelines by assisting growers to: 1) replant vineyards with better varieties; 2) store wine on short-term basis to improve prices; and, 3) invest in wineries. ONIVINS also provides assistance to farmers affected by adverse climatic conditions or depressed in market conditions. For example, in 1993 it granted loans (FF 3,000/hectare) totaling FF 40 million to wine producers who had made investments in infrastructure.

**Evidence points to slight increase in per capita consumption**

In a reverse of the trend over the past decade, France reportedly recorded a slight rise in domestic per capita wine consumption in 1993. Official French estimates for marketing year 1992/93 place per capita consumption at 61.3 liters, compared to 130 liters during the 1960s. According to estimates jointly complied by the FAO and OIV, annual per capita wine consumption in France is the highest in the world. ONIVINS confirms a study from an independent research group (SECODIP) that found 85 percent of households bought wine at least once a year. Between 60-70 percent of all French and imported wines are sold in supermarkets. Households in 1993 purchased an average 53 liters of table wine and 26 liters combined of AOC and superior (VDQS) wines.

The study also indicates that although the overall number of households is not much changed, there is a move toward purchases of higher quality wines. This shift in preference is also supported in the increase in household expenditure on wine from FF 758 in 1989 to FF 829 in 1993, a period when total household consumption fell dramatically and prices of ordinary table wine varied from FF 10 to FF 13 per liter.

According to the French Institute of Statistics and Economic Studies (INSEE), the increase in sales of quality wines reflects relatively lower prices resulting from higher carry over stocks -- an overall eight percent increase above 1992 levels. Prices of Bordeaux wines fell 23 percent, while Alsace wines slipped 18 percent and Champagne (particularly the bottom end) were 15 percent lower. However, Burgundy wines increased in price six percent during the same year. The following index shows that despite the 1993 downturn in wine prices, the quality wines still lead other categories in terms of price increase over the base period.

**France: 1993 Average Retail Price Index**
**(1990 = 100)**

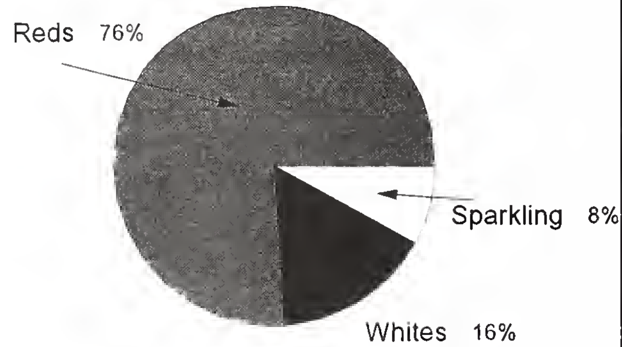
| | |
|---|---|
| Ordinary Table Wines | 106.4 |
| Quality Wines (AOC and VDQS) | 110.4 |
| Champagnes and Sparkling Wines | 105.9 |

Source: INSEE in FAS report FR4101

The following table shows that in France, as in Italy, the segment of the population with the highest consumption is the seniors. Socio-economic factors also influence the average

volume of wine purchased by French households. For example, households with higher incomes tend to purchase more wine (88 percent) than moderate income households (78 percent). Red wines tend to be purchased by all socio-economic levels, whereas white wine sales increase with level of household income. In the aggregate, about 76 percent of wines consumed are red, 16 percent are white, and eight percent are sparkling wines.

France: Wine Consumption
by Households by Type
*The Reds Predominate*




Source: USDA/FAS report FR4101

**FRANCE: Annual Wine Consumption by Age of Household**
**(Liters/Person)**

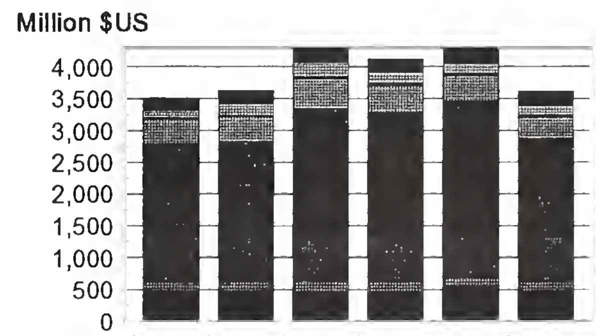
| **Category** | **1989** | **1993** |
|---|---|---|
| Under 35 years | 38 | 26 |
| 35-49 years | 78 | 67 |
| 50-64 years | 102 | 47 |
| 65 years and above | 86 | 79 |

Source: SECODIP study cited in FAS report FR4101.

**France's export trade is primarily to other EU Member States**

France ships most of its export wine to other EU countries. On average, approximately 73 percent of French wine export volume over the last six years were bound for other Member States. During the same period, combined exports to the United States, Canada, and Mexico accounted for about 12 percent of total volume. The following chart presents French wine export value (FOB) over the past six years. The data reveal that in absolute terms trade value depends largely on markets such as Germany and the UK. However, on a per liter basis, shipments to the United States and Canada are considerably higher in value than those to other EU-12 countries. According to the French Export Federation of Wines and Spirits (FEVS), the pace of wine exports (value basis) during the first half of 1994 was about seven percent ahead of the same period in the previous year's campaign. This rise was in large part buoyed by increased sales to the United Kingdom, Japan and the United States.

France: Wine Export Value
Calendar Years, 1988-1993

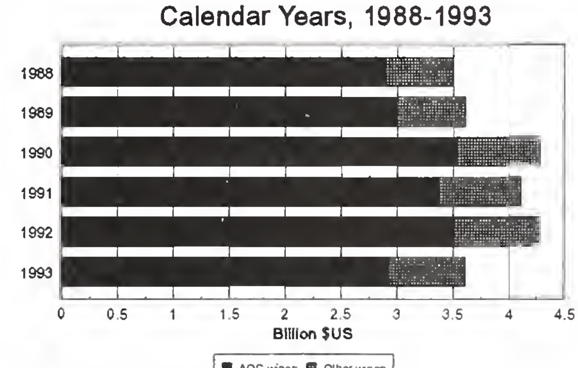



| | 1988 | 1889 | 1990 | 1991 | 1992 | 1883 |
|---|---|---|---|---|---|---|
| United States | 478.700 | 478.900 | 465.700 | 458.000 | 534.600 | 480.800 |
| Canada | 125.800 | 162.600 | 163.400 | 154.900 | 139.900 | 130.900 |
| EU | 2,176.700 | 2,175.900 | 2,709.800 | 2,661.500 | 2,774.700 | 2,246.300 |
| Other Western Europe | 389.100 | 396.300 | 462.400 | 422.600 | 399.900 | 350.900 |
| Southeast Asia | 18.000 | 18.400 | 26.200 | 38.890 | 41.680 | 31.605 |
| East Asia | 127.742 | 180.686 | 233.000 | 181.400 | 168.540 | 152.560 |
| Others | 192.400 | 213.922 | 230.936 | 208.928 | 226.787 | 226.482 |

Source: Eurostat data for total wine including Vermouth (HS codes 2204 & 2205).

France derives a comparatively large share of export revenues from AOC wines. The following chart shows that the fluctuation in total export value over the 1988-93 period is primarily a result of changes in the AOC component of trade. The share of non-AOC wines has been relatively stable.

France: Wine Exports by Type
Calendar Years, 1988-1993




Source Eurostat data
1/ AOC (Appellation d'Origine Controllees) are premium wines incl champagne
2/ Non-AOC includes regional-specific and table wines.

**Champagne exports bubble while domestic consumption fizzles**

Champagne is one of the best-known prestige wines in world trade and is zealously protected by French regulations. Large supplies have pressured prices downward, with average retail sales prices off 13.6 percent from 1992 levels. Despite lower prices and promotional campaigns, domestic consumption declined for the third year in a row. Exports, however, benefitted from generally lower prices, rising almost eight percent in 1993 from the year earlier period. Optimism on the export side remained firm in 1994, with the pace of shipments through the first six months five percent ahead of the same period in 1993. The major markets for champagne are Germany, the UK, and the United States.

**France: Exports of Champagne (1,000 Hectoliters)**

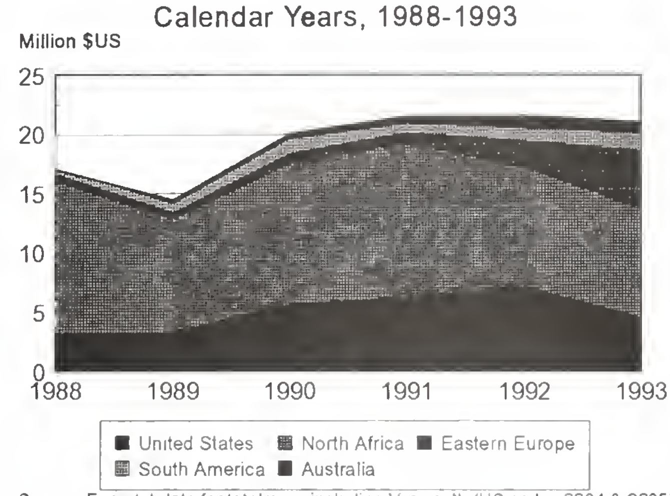
| Market | 1991 | 1992 | 1993 |
|---|---|---|---|
| United States | 77.8 | 75.8 | 82.8 |
| Germany | 107.9 | 105.3 | 124.3 |
| United Kingdom | 106.6 | 112.4 | 115.9 |
| Italy | 69.7 | 60.2 | 47.5 |
| Belgium/Lux. | 45.5 | 47.7 | 57.0 |
| Switzerland | 51.3 | 45.6 | 54.5 |
| Others 1/ | 122.4 | 121.8 | 129.6 |
| **TOTAL** | **581.2** | **568.8** | **611.6** |

1/ Others includes Japan, Canada, Netherlands.

**France also imports wine, primarily from neighboring Italy and Spain**

France routinely imports over five million HL of wine each year, with the average over the past five years about 5.5 million HL or an amount roughly equivalent to Australia's entire production of wine. France relies heavily on neighboring Spain and Italy for import supplies, with combined shipments from these two producers accounting for about 96 percent of total import volume. On a value basis, shipments from third-country suppliers have been rising gradually over the past six years (see chart, below). Led by North Africa and the United States, the value of third-country imports (CIF basis) rose and then stagnated at the $21-million level. Deliveries from Eastern Europe began pouring into France following the dissolution of the Soviet Union. Prospects are generally good for countries such as Romania, which has supplies of older vintages of red wine. There is also some interest in direct investment in rehabilitating the wine sectors in the countries

France: Wine Imports from Third Country Suppliers
Small but Growing in Value Terms
Calendar Years, 1988-1993




Source. Eurostat data for total wine including Vermouth (HS codes 2204 & 2205).

of the former Soviet Union.

**France sponsors VINEXPO and SIAL to showcase its wine; other producing countries also participate**

VINEXPO, a biennial international wine and spirits exhibition in Bordeaux, is an excellent venue for promoting wines irrespective of origin. VINEXPO 1993 included 1,992 exhibitors from 41 countries, and registered about 45,000 visitors from 120 countries. Another opportunity is the biennial International Food Show (SIAL), next scheduled for 1996 in Paris.

**France's foreign market development relies on sponsorship from the government and private sector**

The bulk of public assistance for promoting French wine comes from the Society for the Development of Sales of Agricultural Products (SOPEXA). SOPEXA, which is known in the United States as "Food and Wines from France".

is jointly owned by the government and the French food industry. SOPEXA's total budget for 1993 was FF 518 million (about $92 million), of which the government contributed 35 percent. SOPEXA focuses solely on promotional programs.

Although little is known about SOPEXA's budget and export strategies, wines and spirits (Cognac) are strategic elements of the budget, absorbing FF 10.9 million (about $1.93 million), or two percent of total SOPEXA expenditures during 1993 (for additional information, see FHORT 2-95, pps. 17-19). The geographic emphasis of export promotions is reportedly shifting from established markets (e.g., Germany, U.K., United States, and Canada) to Southeast Asia, where per capita consumption levels are extremely low and economic growth is robust. Reportedly, SOPEXA is assisting exporters to revise the distribution system as a means of improving efficiency. Another government-sponsored organization, the Center for Foreign Trade (CFCE), undertakes market studies and provides a number of services to French exporters.

## *SPAIN*

Spain's vineyards are the most extensive in the world, accounting for about 17 percent of global area planted to wine grapes. However, Spain is only the third largest wine producer in the world after Italy and France, mainly due to a variety of agroclimatic factors. Variable rainfall, poor soils in certain areas, and a government ban of irrigation lower grape productivity and limit wine production. Spain's 1993 crush produced an estimated 25.4 million HL for 1993/94. The forecast for 1994/95 is pegged at 17.4 million HL due to the combined effects of a major frost in central and southern vineyards and persistent drought conditions throughout the country. The following table shows that this level of production is about 50 percent below the average vintage output over the past five years.

**SPAIN: Wine Production**
**(1,000 Hectoliters; Marketing Years) 1/**

| | 1990/91 | 1991/92 | 1992/93 | 1993/94 | 1994/95 |
|---|---|---|---|---|---|
| Wine | 38,658 | 31,200 | 34,500 | 25,400 | 17,400 |
| -- Quality | n/a | n/a | 12,500 | 9,700 | 8,600 |
| -- Table | n/a | n/a | 21,500 | 15,500 | 8,700 |
| -- Other | n/a | n/a | 500 | 200 | 100 |
| Grape Must | n/a | n/a | 3,700 | 3,300 | 2,400 |
| Wine & Must | n/a | n/a | 38,200 | 28,700 | 19,800 |

1/ Data for 1994/95 are forecast
Source: OIV/FAO for 1990/91 and 1991/92; for 1992/93-1994/95, data from USDA/FAS report SP4053.

Spain also receives generous support for its wine sector from the EU budget. Among the more prominent programs are: 1) distillation; 2) storage aids; and, 3) support for vineyard restructuring. Surplus Spanish wine is distilled into alcohol for use in producing Sherry and other fortified wines and spirits (particularly Brandy). The remaining EU-owned intervention stocks are usually exported to third-countries, primarily Caribbean nations, where the alcohol is used for gasohol production. Total intervention distillation in Spain reached an estimated 6.5 million HL in 1993/94, of which 60 percent was compulsory, and the balance support distillation. For 1994/95, very little distillation is planned because of the sharply lower level of production.

**EU vineyard improvement program for Spanish wine has led to proliferation of non-traditional varieties**

There has been an increase in plantings of non-traditional wine grape varieties such as Cabernet Sauvignon, Chardonnay, Pinot Noir, and Merlot. These varietals are becoming increasingly popular, especially in third-country export markets. This effort is in large part financed by the EU's vineyard improvement program (EU 458/80), which supports replanting operations aimed at upgrading wine quality. This 10-year program will have upgraded about 32,600 hectares of Spanish vineyard by its termination

in 1997. Plantings of non-traditional varieties are mainly in areas where quality wines are not produced. This is because traditional Spanish varieties are mandatory for certain appellation of origin areas such as Rioja, Sherry, and Ribera del Duero. The following table lists regions and the corresponding appellation of origin areas.

**SPAIN: Wine Production by Appellation (1,000 Hectoliters)**

| REGION/Appellation of Origin | 1993/94 | 1994/95 |
|---|---|---|
| CASTILLA-LA MANCHA | | |
| La Mancha, Valdpenas, and parts of Mentrida, Almansa, and Utiel-Requena | 13,637 | 8,697 |
| ANDALUCIA | | |
| Jerez (Sherry), Manzanilla, Huelva, Malaga, Montilla-Moriles, and ConadO de Huelva | 2,048 | 1,577 |
| VALENCIA | | |
| Valencia, Alicante, and Utiel | 2,218 | 1,193 |
| CATALUNA | | |
| Cava, Penedes, Alella, Ampurdan-Costa, Brava, Priorato, Tarragona, Costers del Serge, Terra Alta, and Conca de Barbera | 3,165 | 2,230 |
| REMADURA | 1,385 | 1,045 |
| GALICIA | | |
| Ribeiro, Valdeorras, Rias Baixas | 998 | 901 |
| CASTILLA-LEON | | |
| Rueda, Ribera del Duero, Toro, and Bierzo | 592 | 622 |
| RIOJA | | |
| Rioja | 1,174 | 1,146 |
| ARAGON | | |
| Carinena, Campo de Borja, Somontano, and Calatayud | 854 | 572 |
| MURCHIA | | |
| Jumilla and Yecla | 950 | 610 |
| NAVARRA | | |
| Navarra | 562 | 426 |
| MADRID | | |
| Mentrida and Vinos de Madrid | 395 | 228 |
| CANARY ISLANDS | 187 | 186 |
| OTHERS | 738 | 409 |
| **TOTAL Wines and Musts** | **28,900** | **19,842** |

Source: FAS report SP4053

**EU vine-pull program has dramatically reduced planted area in Spain.**

Another program of considerable importance is the vine-pull program (EU 1442/88), a five-year effort aimed at eliminating about 375,000 hectares throughout the EU. Already about 160,000 hectares of Spanish vineyards have been uprooted. Spain's area planted to wine vineyards has fallen to an estimated 1.3 million hectares in 1994/95, down from 1.6 million hectares a decade ago.

**Reaction to CAP Reform proposal reveals conflicting interests of Northern and Southern producers**

Spain rejected a CAP reform proposal that would have set a production quota for Spain at a level about 20 percent below average output. This would have required pulling an additional 280,000 to 380,000 hectares. The EU Commission is currently formulating an alternative proposal. Spain and Italy are both opposed to the northern Member State practice of chaptalizing wine (i.e., adding sugar) to increase the alcohol content. In normal years, the southern EU wine producers do not need to increase the alcoholic level because of abundant sunshine throughout the production cycle. In fact, chaptalization is banned in Spain. The alcohol level may only be enhanced by the addition of grape must or concentrated grape juice. Spain would like to see this ban extended throughout the EU. Trade sources indicate that if a ban on chaptalization were implemented, demand would be generated for must equivalent to 20 million HL -- an amount that would nearly deplete burdensome EU wine surpluses.

**Total wine consumption in Spain has been headed down; but, per capita consumption may be stabilizing.**

Wine consumption in Spain has been on a downward trend for the last 20 years, a situation replicated in many countries around the world. However, there are indications that per capita consumption may have stabilized, as suggested by the table on wine sales presented below. Table wines, particularly reds, accounted for most of the decline in consumption over the past two decades. Quality wine consumption is apparently on the increase in Spain, as it is in France and Italy. Both Spain and France offer preliminary indications that the transition toward a larger share of quality (i.e., more expensive) wines appears to accompany a slight increase in per capita consumption. During the 1988-1993 period, consumption of quality wines rose by 3.9 percent, while table wines fell by 4.7 percent.

**SPAIN: Retail Wine Sales**
**(1,000 Hectoliters; Calendar Years)**

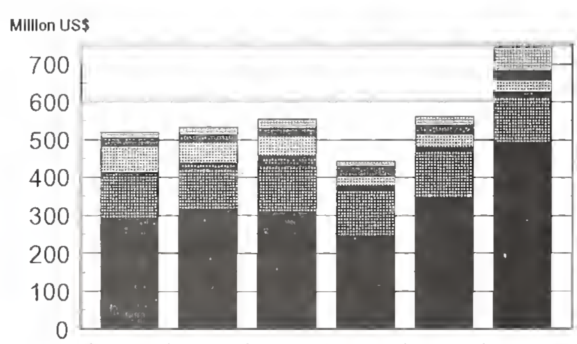
| Category | 1991 | 1992 | 1993 |
|---|---|---|---|
| Quality Wines | 2,520 | 2,578 | 2,933 |
| Table Wines | 9,700 | 9,362 | 9,534 |
| Sparkling | 530 | 490 | 562 |
| Other | 780 | 804 | 341 |
| **TOTAL** | **13,530** | **13,234** | **13,370** |

Source: Bodegas y Bebidas Annual Report in FAS report SP4053

### Spain's wine exports on the rise

Spain relied on intratrade for about 60 percent of export volume over the past three years. Spain's export shipments rose steadily from 4.8 million HL in 1990 to 10.2 million HL in 1993. According to Eurostat data, the value of total exports from 1990 to 1993 grew from $556 million to $745 million. Outside the EU-12, Spain's major trading partners include other Western European countries, the NAFTA market, and Africa. Within the EU, Germany, the United Kingdom, and France are the principal importers of Spanish wine.

Spain: Wine Export Value
Calendar Years, 1988-1993




| | 1988 | 1989 | 1990 | 1991 | 1992 | 1993 |
|---|---|---|---|---|---|---|
| EU-12markets | 290.8 | 314.9 | 308.9 | 246.9 | 344.7 | 490.9 |
| Other Western Europe | 111.6 | 110.1 | 123.0 | 115.7 | 127.8 | 124.1 |
| Eastern Europe | 8.9 | 11.1 | 24.4 | 14.1 | 4.9 | 10.1 |
| NAFTA | 70.9 | 57.8 | 53.8 | 25.4 | 37.3 | 33.7 |
| Africa | 21.2 | 18.1 | 20.1 | 26.3 | 22.6 | 23.7 |
| Others | 17.3 | 20.9 | 25.6 | 14.6 | 24.3 | 61.9 |

Source: Eurostat data for total wine including Vermouth (HS codes 2204 & 2205).

Spanish wineries usually export by selling directly to importers in the destination country. An apparent lack of organization on the part of Spanish wine producers enables distributors to extract price concessions in both the domestic and export markets. Of the estimated 6,000 wineries in Spain, about 300 account for 80 percent of total exports.

### Foreign market development is the responsibility of ICEX, the Spanish Foreign Trade Institute

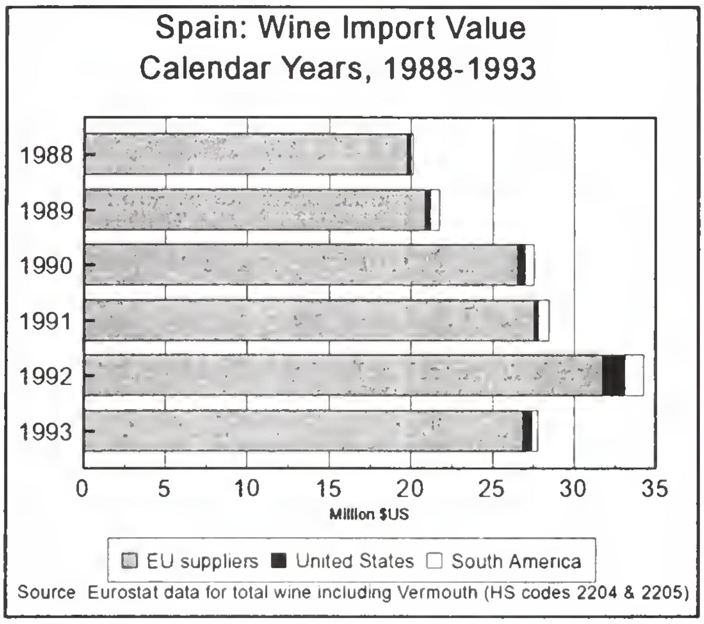
ICEX, an agency within the Ministry of Industry, Commerce and Tourism, has a broadly drawn mandate that includes wine promotion. ICEX funds participation in trade fairs, point-of-sales promotions, market research, and trade missions, as well as training of and direct assistance to exporters. The institute's activities abroad are supported by 11 promotional centers, seven of which are food/beverage related, and are located in New York, Toronto, Dusseldorf, the Hague, London, Paris, and Milan. Promotional efforts are also supported by 80 trade offices around the world. Five trade offices are located in the United States: New York, Chicago, Los Angeles, Washington, D.C., and Miami. In 1993 ICEX participated in 14 international events, including Wine America in New York, the London Wine Trade Fair, and VINEXPO in Bordeaux. Domestically, market development efforts are focused on Intervin, a wine show associated with ALIMENTARIA, a biennial food exhibition held in Barcelona. Intervin 1994 attracted 730 exhibitors from around the world.

### EU export restitutions cover about 2.0 million HL of Spanish wine, musts and grape juice annually

Until 1993/94, EU export subsidies helped export about 2.0 million HL of wine, musts and grape juice on average each year. In 1993, export refunds amounted to an estimated 11 billion pesetas (about $86.4 million) in anticipation of a cut in subsidies. Indeed, export restitutions were pared 20 percent in 1994. Refunds for several Eastern Europe markets have been temporarily eliminated. Moreover, restitutions for concentrated grape juice to Sweden were stricken because of evidence that the juice was being re-exported to the United States, a market ineligible for export refunds. (Since then, Sweden has become a member of the EU.) Further reductions in export subsidies are in line during the phase-in period of the Uruguay Round agreement.

**Spain imports comparatively small volumes of wine**

Spain's imports of total wine were only 105,257 hectoliters in 1993, or less than one percent of total supply available for consumption. In volume terms, about 95 percent of Spain's imports came from neighboring EU countries. The following chart shows the suppliers' shares of the Spanish import market in value terms.




**ITALY: Wine Production, Supply and Distribution**
**(1,000 Hectoliters; September/August Marketing Year)**

| | 1990/91 | 1991/92 | 1992/93 | 1993/94 | 1994/95 |
|---|---|---|---|---|---|
| Production | 54,266 | 59,238 | 68,086 | 61,994 | 55,400 |
| Beginning Stocks | 28,729 | 28,488 | 24,164 | 27,780 | 25,674 |
| Imports | 762 | 796 | 497 | 450 | 500 |
| TOTAL SUPPLY | 83,757 | 88,522 | 92,747 | 90,224 | 81,574 |
| Exports | 12,365 | 12,429 | 12,128 | 14,500 | 14,000 |
| Human Consumption | 35,782 | 35,572 | 35,394 | 35,200 | 35,100 |
| Industrial Uses | 6,872 | 16,107 | 17,195 | 14,600 | 7,000 |
| Loss | 250 | 250 | 250 | 250 | 250 |
| Total Domestic Consumption | 42,904 | 51,929 | 52,839 | 50,050 | 42,350 |
| Ending Stocks | 28,488 | 24,164 | 27,780 | 25,674 | 25,224 |
| TOTAL DISTRIBUTION | 83,757 | 88,522 | 92,747 | 90,224 | 81,574 |

***For further information on wine, contact Ross G. Kreamer, USDA's Horticultural and Tropical Products Division, (202) 720-9903.***

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY<br>COUNTRY REGION | | QUANTITY CURR MO LAST YR | QUANTITY CURR MO CURR YR | QUANTITY YR TDT LAST YR | QUANTITY YR TDT CURR YR | QUANTITY LAST YEAR | VALUE (1,000 DOLLARS) CURR MO LAST YR | VALUE CURR MO CURR YR | VALUE YR TDT LAST YR | VALUE YR TDT CURR YR | VALUE LAST YEAR |
|---|---|---|---|---|---|---|---|---|---|---|---|
| FRESH FRUIT | | | | | | | | | | | |
| FR. APPLES(JUL) | MT | | | | | | | | | | |
| MEXICO | | 11,417 | 5,183 | 31,807 | 32,751 | 152,059 | 6,673 | 3,307 | 17,900 | 19,117 | 86,274 |
| TAIWAN | | 15,403 | 17,997 | 57,046 | 76,237 | 99,053 | 11,330 | 14,486 | 44,513 | 60,218 | 75,244 |
| CANADA | | 5,920 | 5,925 | 37,916 | 41,233 | 80,913 | 4,576 | 4,283 | 28,234 | 28,344 | 59,914 |
| HONG KONG | | 5,575 | 6,412 | 25,431 | 31,538 | 61,585 | 2,943 | 3,562 | 14,858 | 17,925 | 33,749 |
| EU-12 | | 8,370 | 9,168 | 14,746 | 23,531 | 31,981 | 3,388 | 3,802 | 7,071 | 11,102 | 16,599 |
| THAILAND | | 4,452 | 3,117 | 17,690 | 18,766 | 31,005 | 3,786 | 2,259 | 13,216 | 12,110 | 21,277 |
| OTHER | | 28,371 | 36,550 | 89,417 | 161,054 | 151,980 | 13,184 | 22,147 | 46,254 | 82,121 | 80,317 |
| Subtotal:----- | | 79,509 | 84,353 | 274,053 | 385,109 | 608,577 | 45,882 | 53,846 | 172,046 | 230,938 | 373,374 |
| FR. PEARS(JUL) | MT | | | | | | | | | | |
| MEXICO | | 4,991 | 6,106 | 20,676 | 32,159 | 53,629 | 2,611 | 2,919 | 10,856 | 14,627 | 26,653 |
| CANADA | | 2,873 | 3,550 | 25,617 | 29,892 | 39,645 | 2,131 | 2,319 | 17,071 | 17,471 | 26,222 |
| TAIWAN | | 798 | 2,076 | 2,231 | 4,460 | 8,059 | 473 | 1,225 | 1,379 | 2,674 | 4,834 |
| OTHER | | 9,988 | 6,637 | 23,352 | 27,907 | 27,000 | 4,708 | 3,413 | 11,740 | 13,520 | 13,743 |
| Subtotal:----- | | 18,650 | 18,369 | 71,876 | 94,418 | 128,332 | 9,924 | 9,876 | 41,046 | 48,293 | 71,452 |
| APRICOTS(MAY) | MT | | | | | | | | | | |
| CANADA | | 56 | 59 | 3,011 | 3,108 | 3,030 | 74 | 70 | 4,017 | 3,256 | 4,043 |
| MEXICO | | 14 | 184 | 1,515 | 3,718 | 1,515 | 11 | 113 | 1,183 | 2,596 | 1,183 |
| EU-12 | | 0 | 0 | 309 | 209 | 317 | 0 | 0 | 949 | 609 | 955 |
| OTHER | | 0 | 1 | 305 | 718 | 354 | 0 | 3 | 454 | 1,276 | 487 |
| Subtotal:----- | | 71 | 244 | 5,140 | 7,753 | 5,216 | 85 | 187 | 6,603 | 7,736 | 6,667 |
| FR CHERRIES(MAY) | MT | | | | | | | | | | |
| JAPAN | | 46 | 25 | 12,467 | 15,576 | 12,467 | 86 | 25 | 77,333 | 92,545 | 77,333 |
| CANADA | | 38 | 42 | 6,231 | 6,301 | 6,235 | 86 | 104 | 13,367 | 13,250 | 13,376 |
| TAIWAN | | 0 | 0 | 2,121 | 3,004 | 2,140 | 0 | 0 | 4,675 | 8,133 | 4,705 |
| EU-12 | | 0 | 131 | 1,900 | 3,714 | 1,942 | 0 | 148 | 6,905 | 9,893 | 7,073 |
| HONG KONG | | 0 | 0 | 1,816 | 1,377 | 1,847 | 0 | 0 | 5,494 | 3,668 | 5,550 |
| OTHER | | 1 | 0 | 782 | 849 | 794 | 4 | 0 | 2,615 | 3,261 | 2,659 |
| Subtotal:----- | | 86 | 199 | 25,318 | 30,821 | 25,424 | 177 | 278 | 110,388 | 130,749 | 110,696 |
| PEACH-NECTRN(MAY) | MT | | | | | | | | | | |
| CANADA | | 234 | 240 | 46,884 | 47,289 | 48,374 | 320 | 328 | 43,460 | 39,147 | 45,185 |
| MEXICO | | 0 | 32 | 6,190 | 16,203 | 6,214 | 0 | 18 | 3,361 | 6,851 | 3,374 |
| TAIWAN | | 0 | 0 | 4,194 | 12,446 | 4,207 | 0 | 0 | 4,269 | 13,511 | 4,276 |
| OTHER | | 47 | 59 | 4,392 | 7,043 | 4,472 | 54 | 46 | 3,840 | 5,380 | 3,910 |
| Subtotal:----- | | 281 | 331 | 61,660 | 82,982 | 63,265 | 374 | 391 | 54,931 | 64,888 | 56,746 |
| PLUM-PRUNES(MAY) | MT | | | | | | | | | | |
| CANADA | | 88 | 99 | 22,484 | 23,967 | 23,302 | 137 | 146 | 22,359 | 18,401 | 23,412 |
| TAIWAN | | 0 | 18 | 13,733 | 25,396 | 13,733 | 0 | 24 | 12,198 | 22,161 | 12,198 |
| HONG KONG | | 0 | 0 | 7,995 | 8,852 | 7,995 | 0 | 0 | 6,825 | 7,300 | 6,825 |
| MEXICO | | 0 | 13 | 3,003 | 3,552 | 3,003 | 0 | 7 | 1,924 | 2,112 | 1,924 |
| OTHER | | 68 | 14 | 6,619 | 8,378 | 6,660 | 38 | 36 | 5,810 | 6,827 | 5,875 |
| Subtotal:----- | | 156 | 144 | 53,833 | 70,144 | 54,692 | 174 | 213 | 49,116 | 56,801 | 50,234 |
| FR AVOCADOS(OCT) | MT | | | | | | | | | | |
| EU-12 | | 327 | 943 | 657 | 1,550 | 4,509 | 227 | 780 | 563 | 1,246 | 4,260 |
| FRANCE | | 101 | 675 | 255 | 864 | 2,156 | 81 | 579 | 205 | 725 | 1,944 |
| CANADA | | 111 | 127 | 568 | 552 | 2,054 | 132 | 116 | 666 | 466 | 2,728 |
| JAPAN | | 98 | 33 | 363 | 166 | 1,995 | 88 | 46 | 315 | 246 | 3,905 |
| NETHERLANDS | | 72 | 157 | 150 | 435 | 1,278 | 79 | 121 | 144 | 343 | 1,302 |
| UNITED KINGDOM | | 114 | 111 | 212 | 250 | 865 | 54 | 80 | 200 | 178 | 871 |
| OTHER | | 4 | 20 | 17 | 59 | 365 | 7 | 27 | 22 | 60 | 445 |
| Subtotal:----- | | 541 | 1,124 | 1,605 | 2,328 | 8,923 | 455 | 970 | 1,566 | 2,018 | 11,338 |
| FR KIWIFRUIT(OCT) | MT | | | | | | | | | | |
| CANADA | | 413 | 476 | 1,088 | 1,407 | 3,730 | 494 | 554 | 1,332 | 1,620 | 4,605 |
| TAIWAN | | 228 | 28 | 228 | 79 | 1,990 | 365 | 83 | 365 | 154 | 3,556 |
| KOREA, REPUBLIC | | 257 | 229 | 466 | 324 | 1,729 | 464 | 431 | 852 | 602 | 3,120 |
| MEXICO | | 75 | 105 | 105 | 261 | 502 | 107 | 76 | 141 | 162 | 494 |
| OTHER | | 58 | 226 | 91 | 498 | 799 | 115 | 350 | 174 | 698 | 1,315 |
| Subtotal:----- | | 1,030 | 1,064 | 1,976 | 2,568 | 8,749 | 1,546 | 1,493 | 2,865 | 3,237 | 13,091 |
| FRESH GRAPES (MAY) | MT | | | | | | | | | | |
| CANADA | | 5,017 | 3,298 | 107,384 | 98,854 | 111,233 | 6,375 | 4,804 | 117,646 | 108,091 | 123,408 |
| HONG KONG | | 789 | 953 | 18,001 | 21,065 | 18,018 | 1,352 | 1,228 | 20,932 | 25,146 | 20,938 |
| TAIWAN | | 1,065 | 950 | 12,768 | 14,545 | 13,330 | 1,122 | 1,104 | 16,712 | 20,751 | 17,239 |
| MEXICO | | 1,407 | 4,435 | 8,901 | 22,523 | 10,757 | 1,296 | 4,049 | 8,548 | 19,163 | 9,922 |
| OTHER | | 9,822 | 5,046 | 51,300 | 53,722 | 53,162 | 11,585 | 6,662 | 65,554 | 72,785 | 67,575 |
| Subtotal:----- | | 18,099 | 14,681 | 198,354 | 210,710 | 206,500 | 21,729 | 17,848 | 229,391 | 245,936 | 239,081 |
| FR STRAWBRIS(JAN) | MT | | | | | | | | | | |
| CANADA | | 594 | 441 | 35,611 | 38,873 | 35,611 | 1,548 | 1,138 | 49,034 | 52,089 | 49,034 |
| JAPAN | | 1 | 23 | 3,967 | 4,338 | 3,967 | 5 | 216 | 20,768 | 21,177 | 20,768 |
| MEXICO | | 2 | 14 | 3,583 | 6,816 | 3,583 | 3 | 25 | 1,722 | 6,245 | 1,722 |
| EU-12 | | 23 | 17 | 2,319 | 5,709 | 2,319 | 97 | 47 | 4,977 | 11,751 | 4,977 |
| OTHER | | 9 | 57 | 813 | 1,598 | 813 | 72 | 161 | 2,745 | 5,102 | 2,745 |
| Subtotal:----- | | 629 | 552 | 46,293 | 57,335 | 46,293 | 1,725 | 1,587 | 79,245 | 96,365 | 79,245 |
| FR ORNG INC TMPL(NOV) | MT | | | | | | | | | | |
| CANADA | | 14,984 | 17,646 | 33,529 | 34,220 | 188,551 | 7,998 | 8,773 | 19,104 | 17,169 | 93,157 |
| JAPAN | | 7,296 | 6,380 | 10,664 | 14,276 | 158,170 | 4,476 | 4,830 | 7,015 | 10,771 | 94,865 |
| HONG KONG | | 8,006 | 6,514 | 9,978 | 14,587 | 124,417 | 4,817 | 3,469 | 6,004 | 7,211 | 62,213 |
| OTHER | | 4,490 | 5,759 | 5,450 | 9,077 | 76,902 | 2,654 | 3,214 | 3,264 | 5,119 | 39,918 |
| Subtotal:----- | | 34,776 | 36,299 | 59,621 | 72,161 | 548,041 | 19,945 | 20,286 | 35,387 | 40,271 | 290,154 |
| FR GRPFRT(SEP) | MT | | | | | | | | | | |
| JAPAN | | 13,554 | 11,043 | 39,325 | 47,658 | 250,229 | 7,672 | 6,128 | 23,943 | 28,456 | 130,749 |
| EU-12 | | 12,181 | 16,606 | 34,549 | 42,103 | 100,931 | 6,005 | 7,434 | 17,345 | 18,815 | 49,836 |
| CANADA | | 7,084 | 7,154 | 27,173 | 27,786 | 74,378 | 2,874 | 2,802 | 12,808 | 11,054 | 30,483 |
| FRANCE | | 4,290 | 5,212 | 13,867 | 15,345 | 39,454 | 2,434 | 2,273 | 7,512 | 6,804 | 20,546 |
| NETHERLANDS | | 4,565 | 5,652 | 10,880 | 13,027 | 26,469 | 1,990 | 2,711 | 5,198 | 6,154 | 12,834 |
| OTHER | | 1,783 | 1,623 | 4,042 | 4,559 | 33,171 | 977 | 817 | 2,183 | 2,361 | 16,010 |
| Subtotal:----- | | 34,602 | 36,425 | 105,090 | 122,106 | 458,709 | 17,529 | 17,182 | 56,280 | 60,686 | 227,078 |
| FR TANGERINES(NOV) | MT | | | | | | | | | | |
| CANADA | | 1,395 | 1,196 | 3,540 | 3,921 | 11,320 | 999 | 955 | 2,954 | 3,215 | 9,003 |
| EU-12 | | 25 | 0 | 25 | 0 | 967 | 22 | 0 | 22 | 0 | 512 |
| UNITED KINGDOM | | 25 | 0 | 25 | 0 | 701 | 22 | 0 | 22 | 0 | 382 |
| OTHER | | 9 | 347 | 9 | 593 | 514 | 7 | 272 | 7 | 507 | 497 |
| Subtotal:----- | | 1,429 | 1,543 | 3,573 | 4,514 | 12,801 | 1,028 | 1,227 | 2,983 | 3,722 | 10,012 |

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY / COUNTRY REGION | | QUANTITY CURR MO LAST YR | QUANTITY CURR MO CURR YR | QUANTITY YR TDT LAST YR | QUANTITY YR TDT CURR YR | QUANTITY LAST YEAR | VALUE (1,000 DOLLARS) CURR MO LAST YR | VALUE CURR MO CURR YR | VALUE YR TDT LAST YR | VALUE YR TDT CURR YR | VALUE LAST YEAR |
|---|---|---|---|---|---|---|---|---|---|---|---|
| CANNED FRUIT | | | | | | | | | | | |
| CND PEACH&NECT(JUN) | MT | | | | | | | | | | |
| JAPAN | | 303 | 135 | 3,019 | 2,182 | 5,674 | 352 | 145 | 3,382 | 2,442 | 6,363 |
| CANADA | | 192 | 478 | 1,523 | 1,895 | 2,809 | 245 | 375 | 1,785 | 1,943 | 3,285 |
| HONG KONG | | 49 | 103 | 1,172 | 572 | 1,768 | 51 | 107 | 1,084 | 534 | 1,515 |
| TAIWAN | | 61 | 233 | 1,066 | 905 | 1,719 | 44 | 187 | 942 | 773 | 1,493 |
| MEXICO | | 554 | 38 | 1,213 | 331 | 1,400 | 411 | 24 | 906 | 248 | 1,061 |
| SINGAPORE | | 12 | 52 | 942 | 637 | 1,194 | 15 | 39 | 977 | 726 | 1,222 |
| OTHER | | 155 | 461 | 2,807 | 3,525 | 4,744 | 127 | 372 | 2,299 | 2,997 | 3,866 |
| Subtotal:----- | | 1,327 | 1,500 | 11,742 | 10,048 | 19,309 | 1,244 | 1,248 | 11,374 | 9,665 | 18,804 |
| CND PEARS(JUN) | MT | | | | | | | | | | |
| CANADA | | 68 | 157 | 807 | 1,174 | 1,554 | 74 | 146 | 821 | 1,139 | 1,595 |
| JAPAN | | 2 | 34 | 187 | 210 | 402 | 3 | 26 | 209 | 223 | 425 |
| MEXICO | | 17 | 0 | 144 | 18 | 164 | 14 | 0 | 135 | 17 | 144 |
| OTHER | | 136 | 109 | 519 | 659 | 770 | 112 | 80 | 428 | 532 | 666 |
| Subtotal:----- | | 224 | 300 | 1,657 | 2,062 | 2,890 | 202 | 251 | 1,593 | 1,911 | 2,830 |
| CND PNEAPL(JAN) | MT | | | | | | | | | | |
| JAPAN | | 115 | 25 | 1,371 | 985 | 1,371 | 102 | 27 | 1,300 | 929 | 1,300 |
| CANADA | | 132 | 93 | 1,354 | 947 | 1,354 | 124 | 90 | 1,306 | 887 | 1,306 |
| MEXICO | | 34 | 89 | 786 | 522 | 786 | 26 | 70 | 643 | 361 | 643 |
| EU-12 | | 163 | 142 | 533 | 739 | 533 | 137 | 108 | 476 | 638 | 476 |
| GERMANY | | 27 | 133 | 245 | 420 | 245 | 23 | 101 | 224 | 335 | 224 |
| OTHER | | 44 | 88 | 373 | 587 | 373 | 20 | 74 | 253 | 477 | 253 |
| Subtotal:----- | | 487 | 437 | 4,417 | 3,779 | 4,417 | 409 | 369 | 3,977 | 3,292 | 3,977 |
| FRT MIXTURES(JUN) | MT | | | | | | | | | | |
| JAPAN | | 406 | 488 | 3,654 | 3,264 | 6,205 | 559 | 609 | 4,316 | 3,854 | 7,448 |
| CANADA | | 601 | 436 | 3,755 | 2,750 | 5,677 | 696 | 513 | 4,768 | 3,341 | 7,055 |
| HONG KONG | | 157 | 388 | 2,564 | 2,420 | 3,999 | 173 | 521 | 2,684 | 2,679 | 4,205 |
| SINGAPORE | | 341 | 339 | 1,760 | 3,422 | 2,575 | 375 | 409 | 1,928 | 3,714 | 2,836 |
| OTHER | | 786 | 785 | 6,173 | 5,777 | 9,517 | 899 | 841 | 7,539 | 6,529 | 11,359 |
| Subtotal:----- | | 2,291 | 2,436 | 17,906 | 17,633 | 27,974 | 2,702 | 2,893 | 21,235 | 20,118 | 32,904 |
| DRIED FRUIT | | | | | | | | | | | |
| DRD RAISINS(AUG) | MT | | | | | | | | | | |
| EU-12 | | 3,479 | 2,860 | 25,200 | 21,237 | 51,505 | 4,999 | 4,690 | 37,431 | 32,119 | 78,353 |
| UNITED KINGDOM | | 1,363 | 1,426 | 12,295 | 12,243 | 26,123 | 1,910 | 2,347 | 18,822 | 18,137 | 40,217 |
| JAPAN | | 2,013 | 1,445 | 10,445 | 9,257 | 25,338 | 3,057 | 2,134 | 15,624 | 13,213 | 37,283 |
| GERMANY | | 1,203 | 299 | 6,056 | 3,031 | 12,132 | 1,586 | 421 | 8,040 | 4,418 | 16,772 |
| CANADA | | 827 | 615 | 5,576 | 5,549 | 11,595 | 1,598 | 1,140 | 12,036 | 11,586 | 24,081 |
| OTHER | | 3,225 | 3,094 | 17,791 | 20,540 | 36,667 | 4,530 | 5,479 | 28,298 | 35,619 | 59,064 |
| Subtotal:----- | | 9,544 | 8,015 | 59,012 | 56,584 | 125,105 | 14,184 | 13,443 | 93,390 | 92,538 | 198,782 |
| DRD PRUNES(AUG) | MT | | | | | | | | | | |
| EU-12 | | 2,083 | 2,068 | 13,296 | 11,961 | 27,649 | 4,662 | 5,070 | 29,750 | 28,591 | 65,513 |
| JAPAN | | 1,668 | 1,076 | 6,895 | 5,546 | 14,216 | 3,693 | 2,439 | 14,926 | 12,799 | 32,752 |
| GERMANY | | 847 | 540 | 3,958 | 4,032 | 10,952 | 1,963 | 1,250 | 9,174 | 9,144 | 25,806 |
| ITALY | | 442 | 581 | 3,583 | 2,809 | 6,245 | 1,248 | 1,509 | 9,269 | 7,417 | 16,900 |
| CANADA | | 396 | 295 | 2,242 | 1,903 | 4,683 | 956 | 708 | 5,136 | 4,365 | 11,106 |
| NETHERLANDS | | 252 | 271 | 1,660 | 1,312 | 3,798 | 685 | 747 | 4,215 | 3,495 | 10,261 |
| OTHER | | 609 | 928 | 7,877 | 7,911 | 13,955 | 1,364 | 1,914 | 16,297 | 18,420 | 30,579 |
| Subtotal:----- | | 4,756 | 4,367 | 30,310 | 27,321 | 60,503 | 10,674 | 10,130 | 66,108 | 64,175 | 139,950 |
| FRUIT JUICES(SSE) | | | | | | | | | | | |
| ORANGE JU CNC (DEC) | KL | | | | | | | | | | |
| EU-12 | | 6,078 | 13,603 | 6,078 | 13,603 | 87,619 | 2,833 | 4,713 | 2,833 | 4,713 | 34,901 |
| JAPAN | | 1,972 | 897 | 1,972 | 897 | 69,389 | 1,779 | 618 | 1,779 | 618 | 28,196 |
| FRANCE | | 3,810 | 4,653 | 3,810 | 4,653 | 38,676 | 1,495 | 1,392 | 1,495 | 1,392 | 14,007 |
| CANADA | | 2,648 | 2,982 | 2,648 | 2,982 | 33,030 | 4,264 | 4,573 | 4,264 | 4,573 | 50,778 |
| KOREA, REPUBLIC | | 1,826 | 103 | 1,826 | 103 | 24,619 | 1,978 | 179 | 1,978 | 179 | 15,559 |
| NETHERLANDS | | 353 | 6,385 | 353 | 6,385 | 21,706 | 208 | 2,331 | 208 | 2,331 | 8,913 |
| OTHER | | 4,401 | 5,447 | 4,401 | 5,447 | 50,145 | 1,936 | 2,306 | 1,936 | 2,306 | 20,420 |
| Subtotal:----- | | 16,926 | 23,032 | 16,926 | 23,032 | 264,801 | 12,790 | 12,388 | 12,790 | 12,388 | 149,855 |
| ORNG JU NTCNC(DEC) | KL | | | | | | | | | | |
| CANADA | | 5,613 | 6,702 | 5,613 | 6,702 | 65,910 | 3,970 | 4,686 | 3,970 | 4,686 | 43,797 |
| EU-12 | | 3,987 | 5,617 | 3,987 | 5,617 | 50,137 | 2,210 | 3,225 | 2,210 | 3,225 | 30,669 |
| BELGIUM-LUXEMBOU | | 961 | 3,658 | 961 | 3,658 | 30,665 | 600 | 2,099 | 600 | 2,099 | 18,995 |
| UNITED KINGDOM | | 1,379 | 1,562 | 1,379 | 1,562 | 13,138 | 799 | 835 | 799 | 835 | 7,492 |
| OTHER | | 1,273 | 2,313 | 1,273 | 2,313 | 23,898 | 1,060 | 1,849 | 1,060 | 1,849 | 18,428 |
| Subtotal:----- | | 10,873 | 14,633 | 10,873 | 14,633 | 139,946 | 7,240 | 9,761 | 7,240 | 9,761 | 92,895 |
| GRPFRT JU CNC (DEC) | KL | | | | | | | | | | |
| JAPAN | | 401 | 846 | 401 | 846 | 17,232 | 465 | 689 | 465 | 689 | 21,264 |
| EU-12 | | 1,147 | 821 | 1,147 | 821 | 14,665 | 472 | 501 | 472 | 501 | 7,097 |
| FRANCE | | 577 | 455 | 577 | 455 | 6,701 | 248 | 203 | 248 | 203 | 1,922 |
| NETHERLANDS | | 28 | 97 | 28 | 97 | 3,860 | 45 | 143 | 45 | 143 | 2,806 |
| CANADA | | 58 | 302 | 58 | 302 | 3,085 | 92 | 518 | 92 | 518 | 5,140 |
| OTHER | | 204 | 2,903 | 204 | 2,903 | 6,162 | 145 | 890 | 145 | 890 | 2,882 |
| Subtotal:----- | | 1,811 | 4,872 | 1,811 | 4,872 | 41,143 | 1,174 | 2,599 | 1,174 | 2,599 | 36,383 |
| FRESH VEGETABLES | | | | | | | | | | | |
| FR ASPARAGUS(OCT) | MT | | | | | | | | | | |
| JAPAN | | 50 | 120 | 178 | 163 | 10,284 | 187 | 337 | 388 | 599 | 40,777 |
| CANADA | | 81 | 77 | 297 | 254 | 7,315 | 284 | 285 | 886 | 819 | 17,193 |
| SWITZERLAND | | 0 | 4 | 2 | 8 | 2,363 | 0 | 9 | 4 | 30 | 7,628 |
| EU-12 | | 0 | 38 | 4 | 81 | 1,663 | 0 | 90 | 6 | 186 | 4,468 |
| OTHER | | 0 | 7 | 0 | 11 | 355 | 0 | 19 | 0 | 46 | 1,482 |
| Subtotal:----- | | 131 | 246 | 480 | 517 | 21,980 | 471 | 740 | 1,284 | 1,680 | 71,547 |
| FR ONIONS(OCT) | MT | | | | | | | | | | |
| CANADA | | 8,352 | 8,451 | 23,060 | 22,198 | 102,144 | 4,306 | 3,697 | 10,103 | 9,374 | 39,439 |
| JAPAN | | 0 | 15,746 | 1,836 | 83,150 | 37,191 | 0 | 4,241 | 449 | 22,372 | 10,682 |
| MEXICO | | 1,290 | 3,561 | 8,003 | 13,713 | 18,310 | 432 | 1,053 | 2,404 | 3,914 | 5,250 |
| KOREA, REPUBLIC | | 38 | 3,863 | 38 | 11,548 | 13,366 | 19 | 1,150 | 19 | 3,450 | 4,909 |
| OTHER | | 1,314 | 2,995 | 5,856 | 10,260 | 22,817 | 669 | 1,180 | 2,562 | 3,603 | 9,478 |
| Subtotal:----- | | 10,995 | 34,616 | 38,795 | 140,867 | 193,829 | 5,427 | 11,321 | 15,538 | 42,713 | 69,758 |
| CANNED VEGETABLES | | | | | | | | | | | |
| CND SWT CORN(AUG) | MT | | | | | | | | | | |
| JAPAN | | 5,671 | 4,049 | 25,989 | 21,705 | 59,668 | 4,512 | 3,486 | 20,789 | 19,101 | 48,168 |
| EU-12 | | 5,753 | 3,467 | 20,560 | 11,510 | 36,828 | 4,948 | 2,543 | 15,196 | 8,406 | 26,381 |
| TAIWAN | | 1,828 | 2,154 | 6,610 | 8,447 | 15,911 | 1,611 | 2,013 | 5,724 | 8,197 | 14,379 |
| HONG KONG | | 1,115 | 1,004 | 6,493 | 5,760 | 13,803 | 835 | 854 | 5,011 | 4,918 | 10,733 |
| UNITED KINGDOM | | 1,674 | 1,711 | 5,068 | 4,558 | 11,526 | 1,180 | 1,226 | 3,567 | 3,314 | 8,145 |
| NETHERLANDS | | 2,994 | 290 | 6,371 | 1,646 | 11,266 | 2,889 | 203 | 4,961 | 1,043 | 7,928 |
| OTHER | | 2,947 | 4,808 | 12,841 | 19,538 | 28,267 | 2,643 | 4,229 | 10,655 | 16,559 | 23,709 |
| Subtotal:----- | | 17,313 | 15,483 | 72,493 | 66,961 | 154,477 | 14,548 | 13,123 | 57,374 | 57,181 | 123,369 |

# U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY / COUNTRY REGION | | QUANTITY CURR MO LAST YR | QUANTITY CURR MO CURR YR | QUANTITY YR TDT LAST YR | QUANTITY YR TDT CURR YR | QUANTITY LAST YEAR | VALUE (1,000 DOLLARS) CURR MO LAST YR | VALUE CURR MO CURR YR | VALUE YR TDT LAST YR | VALUE YR TDT CURR YR | VALUE LAST YEAR |
|---|---|---|---|---|---|---|---|---|---|---|---|
| CND TOM PAS(JUL) | MT | | | | | | | | | | |
| CANADA | | 3,683 | 2,842 | 24,345 | 28,038 | 43,168 | 3,012 | 2,366 | 20,996 | 22,553 | 37,437 |
| JAPAN | | 669 | 1,117 | 3,958 | 5,230 | 8,247 | 1,311 | 885 | 3,735 | 4,015 | 6,858 |
| AUSTRALIA | | 518 | 0 | 5,407 | 117 | 6,332 | 365 | 0 | 4,226 | 93 | 4,893 |
| KOREA, REPUBLIC | | 701 | 95 | 2,736 | 648 | 4,800 | 571 | 92 | 2,595 | 588 | 4,343 |
| OTHER | | 2,526 | 3,392 | 9,075 | 11,754 | 15,267 | 1,616 | 2,589 | 6,768 | 9,545 | 11,682 |
| Subtotal:----- | | 8,097 | 7,446 | 45,519 | 45,787 | 77,814 | 6,874 | 5,931 | 38,321 | 36,795 | 65,213 |
| CND TOM SAUCE(JUL) | MT | | | | | | | | | | |
| CANADA | | 4,006 | 4,885 | 24,051 | 22,747 | 51,739 | 4,068 | 4,424 | 24,468 | 22,085 | 51,151 |
| EU-12 | | 252 | 1,913 | 2,671 | 4,605 | 6,737 | 305 | 2,050 | 2,887 | 4,713 | 7,234 |
| MEXICO | | 539 | 674 | 2,886 | 4,399 | 6,060 | 349 | 403 | 1,879 | 2,929 | 3,953 |
| JAPAN | | 461 | 589 | 2,766 | 2,689 | 5,201 | 563 | 543 | 2,864 | 3,069 | 6,127 |
| UNITED KINGDOM | | 87 | 1,587 | 1,841 | 3,225 | 4,764 | 144 | 1,690 | 1,897 | 3,184 | 4,723 |
| OTHER | | 708 | 938 | 4,351 | 4,902 | 10,975 | 801 | 1,086 | 4,439 | 5,073 | 10,758 |
| Subtotal:----- | | 5,966 | 8,999 | 36,725 | 39,342 | 80,713 | 6,086 | 8,506 | 36,537 | 37,869 | 79,222 |
| FRZN VEGETABLES | | | | | | | | | | | |
| FZN SWT CORN(JUL) | MT | | | | | | | | | | |
| JAPAN | | 3,966 | 4,250 | 22,122 | 20,494 | 39,969 | 3,518 | 3,977 | 19,432 | 19,542 | 36,158 |
| AUSTRALIA | | 319 | 458 | 3,894 | 2,139 | 5,189 | 316 | 318 | 2,865 | 1,709 | 3,921 |
| HONG KONG | | 503 | 271 | 2,605 | 1,914 | 4,235 | 427 | 233 | 1,902 | 1,719 | 3,345 |
| CANADA | | 310 | 223 | 1,179 | 1,674 | 3,124 | 293 | 182 | 917 | 1,301 | 2,543 |
| OTHER | | 931 | 1,236 | 4,929 | 10,513 | 9,873 | 856 | 984 | 4,165 | 8,168 | 8,317 |
| Subtotal:----- | | 6,027 | 6,437 | 34,729 | 36,735 | 62,389 | 5,409 | 5,694 | 29,279 | 32,439 | 54,283 |
| FZN F FRY(JUL) | MT | | | | | | | | | | |
| JAPAN | | 9,221 | 13,492 | 64,902 | 75,017 | 134,450 | 6,335 | 9,747 | 45,314 | 54,108 | 95,428 |
| KOREA, REPUBLIC | | 1,433 | 1,440 | 7,772 | 8,376 | 17,784 | 969 | 977 | 5,080 | 6,007 | 11,869 |
| HONG KONG | | 947 | 711 | 5,803 | 6,725 | 12,812 | 618 | 473 | 3,734 | 4,582 | 8,402 |
| OTHER | | 6,294 | 18,073 | 36,771 | 54,953 | 75,482 | 4,578 | 15,387 | 26,620 | 42,890 | 56,337 |
| Subtotal:----- | | 17,895 | 33,715 | 115,248 | 145,071 | 240,529 | 12,501 | 26,583 | 80,748 | 107,587 | 172,036 |
| TREE NUTS | | | | | | | | | | | |
| ALMONDS UNSH(JUL) | MT | | | | | | | | | | |
| JAPAN | | 737 | 403 | 3,014 | 1,661 | 6,276 | 2,120 | 1,239 | 7,257 | 5,046 | 15,711 |
| INDIA | | 176 | 1,125 | 2,926 | 4,603 | 4,259 | 498 | 2,906 | 8,207 | 11,889 | 12,553 |
| EU-12 | | 4 | 140 | 654 | 2,242 | 836 | 9 | 376 | 1,150 | 5,328 | 1,567 |
| OTHER | | 244 | 414 | 1,382 | 2,724 | 2,074 | 688 | 1,308 | 3,354 | 6,454 | 4,996 |
| Subtotal:----- | | 1,162 | 2,082 | 7,975 | 11,230 | 13,445 | 3,315 | 5,829 | 19,968 | 28,716 | 34,827 |
| ALMND SH/PREP(JUL) | MT | | | | | | | | | | |
| EU-12 | | 8,508 | 9,696 | 47,579 | 63,441 | 91,561 | 39,231 | 31,961 | 200,073 | 221,647 | 403,672 |
| GERMANY | | 3,953 | 3,174 | 23,475 | 26,806 | 39,872 | 17,883 | 10,154 | 97,638 | 94,172 | 169,362 |
| JAPAN | | 3,208 | 2,144 | 11,902 | 8,340 | 18,588 | 17,681 | 7,304 | 58,661 | 33,696 | 96,366 |
| UNITED KINGDOM | | 1,279 | 993 | 6,415 | 6,109 | 11,946 | 5,024 | 3,790 | 24,831 | 21,007 | 50,821 |
| NETHERLANDS | | 872 | 676 | 5,555 | 7,635 | 11,169 | 4,300 | 2,380 | 25,131 | 25,832 | 52,747 |
| FRANCE | | 1,160 | 1,507 | 5,352 | 6,883 | 10,868 | 5,823 | 4,639 | 23,417 | 23,641 | 51,248 |
| OTHER | | 5,639 | 6,833 | 30,384 | 39,589 | 52,499 | 26,163 | 20,891 | 127,442 | 127,095 | 217,100 |
| Subtotal:----- | | 17,356 | 18,673 | 89,864 | 111,370 | 162,648 | 83,075 | 60,156 | 386,176 | 382,438 | 717,138 |
| WALNUTS SH(AUG) | MT | | | | | | | | | | |
| EU-12 | | 516 | 518 | 5,270 | 5,601 | 7,168 | 1,203 | 1,352 | 11,148 | 11,346 | 15,703 |
| JAPAN | | 514 | 361 | 2,417 | 1,954 | 4,911 | 2,706 | 1,281 | 13,035 | 8,143 | 26,606 |
| ITALY | | 248 | 233 | 1,767 | 3,238 | 2,252 | 515 | 430 | 3,469 | 5,291 | 4,117 |
| CANADA | | 256 | 191 | 1,038 | 1,282 | 2,120 | 603 | 656 | 3,315 | 3,852 | 6,996 |
| FRANCE | | 158 | 49 | 1,188 | 278 | 1,417 | 273 | 194 | 2,286 | 694 | 2,616 |
| ISRAEL | | 199 | 268 | 594 | 763 | 1,399 | 673 | 768 | 2,686 | 2,380 | 6,259 |
| OTHER | | 402 | 466 | 1,824 | 3,050 | 3,741 | 1,596 | 1,443 | 7,245 | 8,080 | 14,458 |
| Subtotal:----- | | 1,885 | 1,804 | 11,143 | 12,649 | 19,339 | 6,780 | 5,500 | 37,429 | 33,801 | 70,023 |
| WALNUTS UNSH(AUG) | MT | | | | | | | | | | |
| EU-12 | | 1,128 | 1,446 | 33,395 | 41,592 | 36,499 | 2,217 | 2,838 | 63,732 | 65,605 | 69,146 |
| SPAIN | | 149 | 441 | 8,847 | 9,911 | 9,746 | 336 | 743 | 16,883 | 15,728 | 18,400 |
| NETHERLANDS | | 51 | 126 | 8,465 | 5,599 | 8,600 | 84 | 210 | 16,191 | 9,287 | 16,459 |
| GERMANY | | 98 | 105 | 7,903 | 12,941 | 8,593 | 172 | 158 | 14,984 | 19,185 | 16,217 |
| ITALY | | 224 | 653 | 4,944 | 8,792 | 5,908 | 408 | 1,500 | 9,703 | 14,456 | 11,358 |
| OTHER | | 774 | 821 | 6,084 | 7,945 | 7,737 | 1,487 | 1,841 | 13,033 | 14,005 | 16,150 |
| Subtotal:----- | | 1,902 | 2,266 | 39,480 | 49,536 | 44,236 | 3,703 | 4,679 | 76,765 | 79,610 | 85,296 |
| HOPS&PRODUCTS | | | | | | | | | | | |
| HOP PELTS(SEP) | MT | | | | | | | | | | |
| CANADA | | 96 | 101 | 340 | 378 | 1,267 | 640 | 671 | 2,297 | 2,507 | 8,310 |
| BRAZIL | | 0 | 69 | 290 | 884 | 1,219 | 0 | 465 | 1,399 | 4,751 | 5,852 |
| EU-12 | | 88 | 307 | 284 | 533 | 504 | 526 | 2,201 | 1,961 | 3,588 | 2,988 |
| MEXICO | | 0 | 0 | 0 | 0 | 363 | 0 | 0 | 0 | 0 | 2,593 |
| JAPAN | | 112 | 108 | 148 | 108 | 256 | 655 | 648 | 813 | 648 | 1,385 |
| UNITED KINGDOM | | 41 | 70 | 185 | 149 | 221 | 206 | 375 | 1,272 | 799 | 1,518 |
| OTHER | | 30 | 450 | 132 | 592 | 616 | 131 | 2,546 | 657 | 3,324 | 2,431 |
| Subtotal:----- | | 325 | 1,034 | 1,194 | 2,495 | 4,224 | 1,953 | 6,532 | 7,129 | 14,818 | 23,559 |
| HOP EXTRACT(SEP) | MT | | | | | | | | | | |
| MEXICO | | 272 | 81 | 618 | 257 | 2,246 | 1,628 | 2,450 | 5,471 | 7,210 | 15,676 |
| EU-12 | | 127 | 72 | 424 | 477 | 1,290 | 2,817 | 1,727 | 7,608 | 7,818 | 18,945 |
| BRAZIL | | 36 | 22 | 145 | 129 | 533 | 295 | 405 | 1,781 | 1,360 | 4,742 |
| GERMANY | | 51 | 55 | 178 | 224 | 459 | 963 | 1,350 | 2,484 | 3,892 | 6,085 |
| NETHERLANDS | | 7 | 0 | 80 | 72 | 330 | 899 | 0 | 2,899 | 2,006 | 5,995 |
| OTHER | | 119 | 147 | 410 | 460 | 1,392 | 2,117 | 3,474 | 8,692 | 8,148 | 23,778 |
| Subtotal:----- | | 553 | 321 | 1,598 | 1,322 | 5,460 | 6,857 | 8,057 | 23,551 | 24,537 | 63,141 |
| HOPS,NSPF(SEP) | MT | | | | | | | | | | |
| EU-12 | | 185 | 355 | 495 | 853 | 1,106 | 874 | 2,416 | 2,398 | 4,892 | 4,874 |
| GERMANY | | 163 | 194 | 341 | 521 | 829 | 753 | 1,274 | 1,504 | 2,848 | 3,291 |
| UNITED KINGDOM | | 22 | 161 | 147 | 330 | 269 | 121 | 1,142 | 814 | 2,031 | 1,472 |
| JAPAN | | 5 | 5 | 30 | 5 | 233 | 26 | 28 | 223 | 28 | 1,424 |
| MEXICO | | 0 | 0 | 0 | 0 | 132 | 0 | 0 | 0 | 0 | 598 |
| BRAZIL | | 0 | 35 | 0 | 127 | 111 | 0 | 86 | 0 | 730 | 635 |
| OTHER | | 20 | 97 | 91 | 192 | 419 | 265 | 599 | 1,150 | 1,190 | 4,026 |
| Subtotal:----- | | 210 | 491 | 615 | 1,177 | 2,000 | 1,165 | 3,128 | 3,770 | 6,841 | 11,557 |
| WINE | | | | | | | | | | | |
| GRAPE WINE(JAN) | KL | | | | | | | | | | |
| EU-12 | | 1,818 | 1,832 | 45,115 | 34,751 | 45,115 | 3,196 | 3,070 | 66,545 | 60,715 | 66,545 |
| CANADA | | 2,446 | 2,210 | 32,584 | 32,725 | 32,584 | 4,061 | 4,428 | 45,078 | 49,168 | 45,078 |
| UNITED KINGDOM | | 972 | 633 | 24,121 | 19,825 | 24,121 | 1,760 | 1,218 | 38,803 | 37,484 | 38,803 |
| JAPAN | | 638 | 794 | 12,347 | 14,420 | 12,347 | 1,037 | 1,289 | 17,774 | 21,439 | 17,774 |
| DENMARK | | 248 | 378 | 6,559 | 3,369 | 6,559 | 236 | 410 | 6,312 | 3,239 | 6,312 |
| OTHER | | 2,894 | 2,117 | 26,903 | 35,984 | 26,903 | 3,518 | 2,982 | 36,079 | 46,180 | 36,079 |
| Subtotal:----- | | 7,796 | 6,953 | 116,948 | 117,880 | 116,948 | 11,812 | 11,770 | 165,476 | 177,503 | 165,476 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR FRT & MLNS | | | | | | | | | | | |
| FR APPLES(JUL) | MT | | | | | | | | | | |
| NEW ZEALAND | | 0 | 0 | 2,296 | 4,478 | 28,387 | 0 | 0 | 2,674 | 6,293 | 31,041 |
| SOUTH AFRICA, RE | | 0 | 0 | 3,781 | 5,508 | 19,044 | 0 | 0 | 2,956 | 4,544 | 16,039 |
| CANADA | | 2,772 | 4,602 | 19,595 | 26,903 | 29,886 | 1,419 | 1,983 | 7,880 | 9,055 | 13,666 |
| OTHER | | 73 | 0 | 6,658 | 209 | 33,758 | 88 | 0 | 3,078 | 132 | 13,616 |
| Subtotal:----- | | 2,845 | 4,602 | 32,330 | 37,098 | 111,075 | 1,507 | 1,983 | 16,589 | 20,024 | 74,362 |
| FR PEARS(JUL) | MT | | | | | | | | | | |
| CHILE | | 0 | 0 | 143 | 56 | 44,495 | 0 | 0 | 43 | 20 | 16,093 |
| ARGENTINA | | 0 | 0 | 0 | 0 | 13,831 | 0 | 0 | 0 | 0 | 7,587 |
| OTHER | | 215 | 94 | 1,814 | 1,044 | 7,183 | 779 | 261 | 4,800 | 3,286 | 9,888 |
| Subtotal:----- | | 215 | 94 | 1,957 | 1,100 | 65,509 | 779 | 261 | 4,842 | 3,306 | 33,569 |
| APRICOT (MAY) | MT | | | | | | | | | | |
| CHILE | | 655 | 736 | 663 | 747 | 781 | 402 | 511 | 408 | 536 | 489 |
| NEW ZEALAND | | 0 | 0 | 0 | 0 | 157 | 0 | 0 | 0 | 0 | 283 |
| TURKEY | | 0 | 1 | 19 | 53 | 56 | 0 | 3 | 50 | 66 | 159 |
| OTHER | | 0 | 0 | 46 | 2 | 47 | 0 | 0 | 59 | 3 | 62 |
| Subtotal:----- | | 655 | 737 | 729 | 803 | 1,042 | 402 | 514 | 517 | 605 | 993 |
| PEACH-NEC(MAY) | MT | | | | | | | | | | |
| CHILE | | 5,909 | 7,549 | 6,575 | 8,047 | 42,893 | 3,721 | 4,857 | 4,177 | 5,247 | 27,605 |
| OTHER | | 0 | 0 | 214 | 187 | 252 | 0 | 0 | 182 | 155 | 240 |
| Subtotal:----- | | 5,909 | 7,549 | 6,789 | 8,234 | 43,145 | 3,721 | 4,857 | 4,359 | 5,401 | 27,844 |
| PLUM-PRUNE(MAY) | MT | | | | | | | | | | |
| CHILE | | 1,227 | 1,615 | 1,300 | 1,726 | 21,389 | 799 | 1,058 | 856 | 1,142 | 14,143 |
| OTHER | | 6 | 60 | 98 | 249 | 233 | 11 | 67 | 101 | 293 | 215 |
| Subtotal:----- | | 1,233 | 1,676 | 1,397 | 1,976 | 21,621 | 809 | 1,125 | 957 | 1,435 | 14,358 |
| FRESH GRAPES (MAY) | MT | | | | | | | | | | |
| CHILE | | 14,002 | 26,424 | 16,624 | 31,656 | 265,879 | 12,510 | 25,389 | 14,653 | 29,670 | 201,749 |
| MEXICO | | 0 | 4 | 41,305 | 41,048 | 41,331 | 0 | 5 | 55,211 | 46,576 | 55,237 |
| OTHER | | 63 | 76 | 608 | 1,018 | 1,566 | 93 | 87 | 429 | 475 | 1,482 |
| Subtotal:----- | | 14,065 | 26,503 | 58,537 | 73,722 | 308,775 | 12,603 | 25,481 | 70,292 | 76,721 | 258,468 |
| FR RASPBRY(JAN) | MT | | | | | | | | | | |
| CANADA | | 11 | 0 | 5,122 | 6,176 | 5,122 | 17 | 0 | 9,292 | 13,062 | 9,292 |
| OTHER | | 208 | 294 | 774 | 1,253 | 774 | 380 | 816 | 1,484 | 2,881 | 1,484 |
| Subtotal:----- | | 219 | 294 | 5,896 | 7,429 | 5,896 | 397 | 816 | 10,776 | 15,943 | 10,776 |
| FR STRAWBRIS(JAN) | MT | | | | | | | | | | |
| MEXICO | | 642 | 754 | 12,747 | 18,950 | 12,747 | 1,019 | 1,114 | 17,985 | 31,945 | 17,985 |
| OTHER | | 590 | 355 | 1,480 | 893 | 1,480 | 1,366 | 921 | 3,491 | 2,360 | 3,491 |
| Subtotal:----- | | 1,232 | 1,109 | 14,227 | 19,843 | 14,227 | 2,384 | 2,035 | 21,476 | 34,305 | 21,476 |
| FR BANANA(JAN) | MT | | | | | | | | | | |
| COSTA RICA | | 58,903 | 77,261 | 922,519 | 977,101 | 922,519 | 16,416 | 22,351 | 272,504 | 247,820 | 272,504 |
| ECUADOR | | 56,253 | 67,934 | 761,367 | 785,910 | 761,367 | 14,580 | 18,053 | 205,877 | 204,154 | 205,877 |
| COLOMBIA | | 57,417 | 46,554 | 596,321 | 629,509 | 596,321 | 16,128 | 13,965 | 166,146 | 186,765 | 166,146 |
| OTHER | | 97,686 | 85,524 | 1,232,936 | 1,301,463 | 1,232,936 | 27,602 | 22,403 | 350,376 | 357,419 | 350,376 |
| Subtotal:----- | | 270,259 | 277,273 | 3,513,144 | 3,693,983 | 3,513,144 | 74,726 | 76,772 | 994,903 | 996,158 | 994,903 |
| FR MANGO(JAN) | MT | | | | | | | | | | |
| MEXICO | | 0 | 0 | 94,439 | 108,432 | 94,439 | 0 | 0 | 71,626 | 81,678 | 71,626 |
| OTHER | | 1,484 | 2,724 | 16,518 | 15,163 | 16,518 | 1,631 | 2,753 | 15,619 | 15,151 | 15,619 |
| Subtotal:----- | | 1,484 | 2,724 | 110,957 | 123,596 | 110,957 | 1,631 | 2,753 | 87,245 | 96,829 | 87,245 |
| FR PINAPLE(JAN) | MT | | | | | | | | | | |
| COSTA RICA | | 5,713 | 6,346 | 72,226 | 82,295 | 72,226 | 2,211 | 2,267 | 30,880 | 28,637 | 30,880 |
| HONDURAS | | 1,451 | 1,841 | 26,273 | 28,782 | 26,273 | 399 | 509 | 7,482 | 7,927 | 7,482 |
| OTHER | | 1,353 | 1,229 | 25,896 | 16,784 | 25,896 | 375 | 214 | 6,986 | 3,523 | 6,986 |
| Subtotal:----- | | 8,517 | 9,415 | 124,395 | 127,861 | 124,395 | 2,985 | 2,989 | 45,348 | 40,086 | 45,348 |
| FR CANTLPE(MAY) | MT | | | | | | | | | | |
| COSTA RICA | | 0 | 38 | 3,288 | 5,776 | 43,061 | 0 | 9 | 1,961 | 2,188 | 18,971 |
| MEXICO | | 3,775 | 5,396 | 28,228 | 31,466 | 63,603 | 1,703 | 1,824 | 8,829 | 10,160 | 17,851 |
| HONDURAS | | 6,019 | 7,591 | 10,390 | 12,348 | 64,399 | 1,434 | 1,690 | 2,518 | 2,805 | 14,716 |
| GUATEMALA | | 8,406 | 7,287 | 18,573 | 22,824 | 36,328 | 2,471 | 2,244 | 5,736 | 6,976 | 11,415 |
| OTHER | | 4,089 | 2,441 | 5,153 | 3,632 | 19,831 | 965 | 569 | 1,258 | 837 | 4,630 |
| Subtotal:----- | | 22,289 | 22,753 | 65,631 | 76,047 | 227,221 | 6,573 | 6,336 | 20,303 | 22,967 | 67,583 |
| FR MELON,OT(MAY) | MT | | | | | | | | | | |
| MEXICO | | 4,662 | 4,695 | 26,141 | 28,304 | 40,290 | 2,087 | 1,308 | 9,491 | 9,396 | 14,546 |
| COSTA RICA | | 0 | 0 | 871 | 1,027 | 29,573 | 0 | 0 | 314 | 395 | 11,703 |
| OTHER | | 8,943 | 7,713 | 13,623 | 13,064 | 44,425 | 3,120 | 2,380 | 4,579 | 3,944 | 14,557 |
| Subtotal:----- | | 13,605 | 12,408 | 40,635 | 42,395 | 114,288 | 5,207 | 3,688 | 14,384 | 13,734 | 40,806 |
| FR ORANGES(NOV) | MT | | | | | | | | | | |
| AUSTRALIA | | 0 | 0 | 0 | 0 | 9,382 | 2 | 0 | 2 | 0 | 10,635 |
| OTHER | | 568 | 224 | 1,068 | 417 | 6,849 | 300 | 173 | 461 | 214 | 2,592 |
| Subtotal:----- | | 568 | 224 | 1,069 | 417 | 16,234 | 302 | 176 | 464 | 217 | 13,245 |
| CANNED FRUIT | | | | | | | | | | | |
| CND MANDRN(JAN) | MT | | | | | | | | | | |
| EU-12 | | 1,118 | 1,105 | 19,589 | 29,717 | 19,589 | 930 | 950 | 18,494 | 23,341 | 18,494 |
| SPAIN | | 1,118 | 1,102 | 19,569 | 29,580 | 19,569 | 930 | 946 | 18,474 | 23,213 | 18,474 |
| CHINA, PEOPLES R | | 1,778 | 1,724 | 19,713 | 19,914 | 19,713 | 1,268 | 1,191 | 16,285 | 14,697 | 16,285 |
| OTHER | | 13 | 94 | 988 | 948 | 988 | 9 | 73 | 1,163 | 828 | 1,163 |
| Subtotal:----- | | 2,909 | 2,923 | 40,290 | 50,578 | 40,290 | 2,206 | 2,214 | 35,942 | 38,866 | 35,942 |
| CND BLK OLV(NOV) | MT | | | | | | | | | | |
| EU-12 | | 1,326 | 878 | 2,383 | 1,533 | 12,078 | 2,492 | 2,032 | 4,316 | 3,536 | 23,739 |
| SPAIN | | 1,044 | 639 | 1,907 | 1,091 | 9,944 | 1,815 | 1,388 | 3,250 | 2,363 | 18,786 |
| MOROCCO | | 161 | 211 | 345 | 353 | 2,820 | 272 | 397 | 582 | 652 | 5,022 |
| OTHER | | 4 | 15 | 16 | 22 | 113 | 9 | 45 | 39 | 55 | 207 |
| Subtotal:----- | | 1,490 | 1,104 | 2,744 | 1,908 | 15,011 | 2,773 | 2,475 | 4,937 | 4,243 | 28,968 |
| CND GRN OLV(NOV) | MT | | | | | | | | | | |
| EU-12 | | 3,394 | 2,763 | 7,444 | 6,121 | 39,796 | 8,254 | 7,627 | 18,504 | 17,436 | 104,310 |
| SPAIN | | 3,306 | 2,579 | 7,246 | 5,847 | 39,081 | 8,097 | 7,252 | 18,156 | 16,906 | 102,782 |
| OTHER | | 100 | 220 | 239 | 363 | 2,530 | 194 | 305 | 391 | 495 | 3,806 |
| Subtotal:----- | | 3,494 | 2,982 | 7,682 | 6,485 | 42,340 | 8,448 | 7,932 | 18,895 | 17,931 | 108,155 |
| CND PEACH(JUN) | MT | | | | | | | | | | |
| EU-12 | | 2,124 | 1,474 | 10,624 | 9,897 | 16,731 | 1,158 | 835 | 6,072 | 5,491 | 9,614 |
| GREECE | | 1,884 | 1,443 | 9,695 | 9,703 | 15,515 | 1,013 | 808 | 5,481 | 5,302 | 8,832 |
| OTHER | | 1,068 | 291 | 3,098 | 2,739 | 4,479 | 519 | 190 | 1,595 | 1,780 | 2,310 |
| Subtotal:----- | | 3,192 | 1,765 | 13,722 | 12,636 | 21,211 | 1,677 | 1,025 | 7,666 | 7,272 | 11,925 |
| CND PINAPLE(JAN) | MT | | | | | | | | | | |
| THAILAND | | 11,706 | 13,766 | 172,014 | 154,150 | 172,014 | 6,177 | 6,993 | 101,834 | 78,883 | 101,834 |
| PHILIPPINES | | 12,945 | 6,421 | 128,465 | 129,101 | 128,465 | 8,562 | 3,509 | 88,280 | 74,096 | 88,280 |
| OTHER | | 2,996 | 5,027 | 41,758 | 50,388 | 41,758 | 1,127 | 2,163 | 16,877 | 20,440 | 16,877 |
| Subtotal:----- | | 27,647 | 25,214 | 342,237 | 333,639 | 342,237 | 15,866 | 12,666 | 206,991 | 173,419 | 206,991 |
| DRIED FRUIT | | | | | | | | | | | |
| DRD APRCT(JUL) | MT | | | | | | | | | | |
| TURKEY | | 895 | 1,848 | 4,398 | 7,268 | 8,765 | 2,318 | 2,754 | 10,892 | 11,161 | 22,058 |
| OTHER | | 102 | 14 | 276 | 112 | 556 | 255 | 48 | 673 | 285 | 1,434 |
| Subtotal:----- | | 996 | 1,862 | 4,674 | 7,380 | 9,321 | 2,573 | 2,803 | 11,564 | 11,447 | 23,491 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| DATES(SEP) | MT | | | | | | | | | | |
| PAKISTAN | | 226 | 276 | 486 | 660 | 4,346 | 250 | 300 | 529 | 611 | 4,288 |
| OTHER | | 130 | 67 | 364 | 288 | 984 | 197 | 112 | 659 | 612 | 1,546 |
| Subtotal:----- | | 355 | 342 | 849 | 948 | 5,330 | 447 | 412 | 1,187 | 1,223 | 5,835 |
| DRD FIG(SEP) | MT | | | | | | | | | | |
| TURKEY | | 60 | 125 | 551 | 563 | 1,329 | 149 | 172 | 981 | 961 | 1,854 |
| EU-12 | | 50 | 58 | 761 | 1,052 | 761 | 135 | 131 | 1,820 | 2,633 | 1,820 |
| GREECE | | 41 | 58 | 727 | 1,025 | 727 | 97 | 124 | 1,695 | 2,518 | 1,695 |
| MEXICO | | 46 | 0 | 1,186 | 233 | 1,376 | 20 | 0 | 518 | 834 | 1,203 |
| OTHER | | 0 | 10 | 23 | 26 | 78 | 2 | 13 | 58 | 63 | 98 |
| Subtotal:----- | | 157 | 193 | 2,521 | 1,874 | 3,545 | 305 | 316 | 3,377 | 4,491 | 4,975 |
| DRD RAISIN(AUG) | MT | | | | | | | | | | |
| MEXICO | | 195 | 210 | 3,098 | 2,864 | 3,413 | 222 | 234 | 2,800 | 2,531 | 3,151 |
| TURKEY | | 463 | 246 | 1,130 | 901 | 2,151 | 392 | 247 | 1,105 | 853 | 2,187 |
| CHILE | | 8 | 183 | 507 | 1,041 | 1,015 | 10 | 226 | 618 | 1,268 | 1,271 |
| OTHER | | 46 | 1 | 127 | 178 | 376 | 62 | 1 | 157 | 200 | 403 |
| Subtotal:----- | | 712 | 640 | 4,862 | 4,983 | 6,955 | 687 | 709 | 4,680 | 4,853 | 7,012 |
| FRUIT JUICE(SSE) | | | | | | | | | | | |
| APPLE JUIC(JUL) | KL | | | | | | | | | | |
| ARGENTINA | | 204 | 1,010 | 181,257 | 171,736 | 329,391 | 30 | 170 | 34,573 | 26,516 | 56,887 |
| EU-12 | | 16,652 | 25,949 | 91,277 | 115,668 | 268,007 | 3,553 | 6,944 | 20,831 | 25,149 | 56,308 |
| GERMANY | | 13,613 | 20,028 | 68,103 | 87,119 | 206,824 | 2,869 | 5,509 | 15,680 | 19,365 | 44,839 |
| OTHER | | 52,754 | 39,001 | 265,556 | 194,581 | 484,472 | 10,207 | 9,612 | 55,861 | 38,728 | 96,226 |
| Subtotal:----- | | 69,609 | 65,961 | 538,090 | 481,984 | 1,081,869 | 13,789 | 16,725 | 111,265 | 90,393 | 209,422 |
| FCOJ(DEC) | KL | | | | | | | | | | |
| BRAZIL | | 147,507 | 70,265 | 147,507 | 70,265 | 1,294,427 | 27,547 | 12,175 | 27,547 | 12,175 | 235,899 |
| OTHER | | 8,084 | 22,486 | 8,084 | 22,486 | 220,694 | 1,452 | 5,146 | 1,452 | 5,146 | 52,557 |
| Subtotal:----- | | 155,591 | 92,750 | 155,591 | 92,750 | 1,515,121 | 28,999 | 17,321 | 28,999 | 17,321 | 288,456 |
| GRAPE JU(JAN) | KL | | | | | | | | | | |
| SWEDEN | | 0 | 0 | 51,169 | 1 | 51,169 | 0 | 0 | 16,067 | 2 | 16,067 |
| EU-12 | | 4,317 | 1,415 | 24,178 | 23,267 | 24,178 | 1,449 | 829 | 8,460 | 12,641 | 8,460 |
| OTHER | | 3,745 | 4,119 | 54,769 | 43,598 | 54,769 | 1,040 | 1,372 | 19,669 | 14,037 | 19,669 |
| Subtotal:----- | | 8,062 | 5,534 | 130,116 | 66,866 | 130,116 | 2,489 | 2,201 | 44,196 | 26,679 | 44,196 |
| PNEAPL JUCN(JAN) | KL | | | | | | | | | | |
| THAILAND | | 15,677 | 8,371 | 156,558 | 92,632 | 156,558 | 2,761 | 1,210 | 30,322 | 14,423 | 30,322 |
| PHILIPPINES | | 4,933 | 5,997 | 113,215 | 95,904 | 113,215 | 1,039 | 805 | 23,255 | 15,324 | 23,255 |
| OTHER | | 1,297 | 2,426 | 24,227 | 24,503 | 24,227 | 347 | 488 | 6,782 | 5,518 | 6,782 |
| Subtotal:----- | | 21,907 | 16,795 | 294,000 | 213,039 | 294,000 | 4,147 | 2,503 | 60,359 | 35,265 | 60,359 |
| PNEAPL JUNC(JAN) | KL | | | | | | | | | | |
| PHILIPPINES | | 2,016 | 1,578 | 29,454 | 43,380 | 29,454 | 747 | 493 | 10,933 | 12,278 | 10,933 |
| OTHER | | 728 | 2,563 | 13,450 | 20,721 | 13,450 | 624 | 1,087 | 4,309 | 10,233 | 4,309 |
| Subtotal:----- | | 2,745 | 4,140 | 42,904 | 64,101 | 42,904 | 1,371 | 1,580 | 15,242 | 22,511 | 15,242 |
| FROZEN FRUIT | | | | | | | | | | | |
| FZN STRBRY(DEC) | MT | | | | | | | | | | |
| MEXICO | | 529 | 995 | 529 | 995 | 17,926 | 623 | 1,124 | 623 | 1,124 | 17,210 |
| OTHER | | 106 | 68 | 106 | 68 | 866 | 145 | 124 | 145 | 124 | 2,208 |
| Subtotal:----- | | 635 | 1,063 | 635 | 1,063 | 18,792 | 767 | 1,248 | 767 | 1,248 | 19,418 |
| FRESH VEGETABLES | | | | | | | | | | | |
| FR BEANS(OCT) | MT | | | | | | | | | | |
| MEXICO | | 2,120 | 1,941 | 2,306 | 2,146 | 9,782 | 2,841 | 4,306 | 3,036 | 4,642 | 13,004 |
| OTHER | | 38 | 46 | 83 | 125 | 922 | 38 | 46 | 70 | 94 | 723 |
| Subtotal:----- | | 2,157 | 1,987 | 2,388 | 2,271 | 10,704 | 2,879 | 4,352 | 3,106 | 4,736 | 13,727 |
| FR CARROT(OCT) | MT | | | | | | | | | | |
| CANADA | | 5,905 | 12,094 | 23,448 | 36,682 | 48,304 | 1,636 | 3,818 | 5,605 | 9,754 | 12,253 |
| MEXICO | | 1,481 | 1,741 | 3,344 | 2,105 | 11,417 | 265 | 211 | 581 | 257 | 2,924 |
| OTHER | | 19 | 0 | 65 | 43 | 373 | 14 | 0 | 34 | 18 | 256 |
| Subtotal:----- | | 7,405 | 13,835 | 26,856 | 38,829 | 60,095 | 1,915 | 4,029 | 6,221 | 10,029 | 15,433 |
| FR CABBAGE(OCT) | MT | | | | | | | | | | |
| CANADA | | 1,303 | 3,684 | 4,798 | 9,806 | 12,282 | 287 | 1,007 | 1,157 | 2,468 | 3,022 |
| MEXICO | | 411 | 725 | 1,208 | 1,737 | 5,481 | 67 | 163 | 172 | 356 | 942 |
| OTHER | | 18 | 0 | 20 | 1 | 190 | 5 | 0 | 7 | 7 | 86 |
| Subtotal:----- | | 1,732 | 4,410 | 6,026 | 11,544 | 17,953 | 359 | 1,170 | 1,335 | 2,830 | 4,049 |
| FR CELERY(OCT) | MT | | | | | | | | | | |
| MEXICO | | 647 | 1,164 | 1,153 | 1,718 | 8,224 | 193 | 378 | 351 | 537 | 2,250 |
| CANADA | | 0 | 0 | 363 | 333 | 4,237 | 0 | 0 | 112 | 105 | 1,267 |
| OTHER | | 0 | 1 | 60 | 1 | 60 | 0 | 3 | 19 | 3 | 24 |
| Subtotal:----- | | 647 | 1,165 | 1,577 | 2,053 | 12,522 | 193 | 381 | 482 | 645 | 3,541 |
| FR CUCMBR(OCT | MT | | | | | | | | | | |
| MEXICO | | 37,363 | 30,603 | 56,907 | 54,166 | 230,969 | 20,412 | 18,292 | 24,869 | 28,287 | 99,441 |
| OTHER | | 1,583 | 2,236 | 2,348 | 3,192 | 20,004 | 432 | 640 | 1,338 | 1,416 | 7,461 |
| Subtotal:----- | | 38,947 | 32,839 | 59,255 | 57,358 | 250,973 | 20,843 | 18,932 | 26,207 | 29,702 | 106,902 |
| FR CAULFLWR(OCT) | MT | | | | | | | | | | |
| CANADA | | 0 | 0 | 536 | 877 | 3,324 | 0 | 0 | 174 | 311 | 1,186 |
| MEXICO | | 363 | 179 | 740 | 200 | 1,662 | 109 | 161 | 224 | 170 | 487 |
| OTHER | | 0 | 3 | 0 | 3 | 0 | 0 | 2 | 0 | 2 | 0 |
| Subtotal:----- | | 363 | 182 | 1,276 | 1,080 | 4,986 | 109 | 163 | 398 | 484 | 1,674 |
| FR GARLIC(OCT) | MT | | | | | | | | | | |
| MEXICO | | 7 | 0 | 105 | 34 | 10,289 | 13 | 0 | 135 | 136 | 10,397 |
| CHINA, PEOPLES R | | 3,376 | 74 | 10,532 | 282 | 16,219 | 1,700 | 12 | 4,951 | 115 | 8,940 |
| OTHER | | 26 | 476 | 281 | 1,224 | 4,609 | 16 | 652 | 193 | 1,802 | 5,490 |
| Subtotal:----- | | 3,408 | 550 | 10,918 | 1,540 | 31,117 | 1,730 | 665 | 5,279 | 2,054 | 24,828 |
| FR ONION(OCT) | MT | | | | | | | | | | |
| MEXICO | | 11,866 | 9,727 | 27,259 | 23,488 | 180,514 | 7,365 | 10,625 | 18,776 | 26,255 | 108,275 |
| OTHER | | 4,503 | 2,605 | 13,586 | 7,445 | 67,887 | 1,748 | 1,216 | 4,647 | 3,164 | 25,494 |
| Subtotal:----- | | 16,370 | 12,332 | 40,845 | 30,933 | 248,401 | 9,114 | 11,841 | 23,423 | 29,420 | 133,769 |
| FR PEPPERS(OCT) | MT | | | | | | | | | | |
| MEXICO | | 15,369 | 16,233 | 25,086 | 26,064 | 143,889 | 17,914 | 23,070 | 27,311 | 32,749 | 137,306 |
| EU-12 | | 677 | 1,011 | 4,667 | 4,796 | 17,495 | 2,376 | 2,773 | 11,066 | 11,997 | 41,535 |
| NETHERLANDS | | 641 | 997 | 4,523 | 4,617 | 17,046 | 2,196 | 2,728 | 10,632 | 11,468 | 40,236 |
| OTHER | | 86 | 110 | 681 | 928 | 4,357 | 84 | 193 | 1,160 | 1,554 | 7,029 |
| Subtotal:----- | | 16,133 | 17,353 | 30,435 | 31,788 | 165,740 | 20,375 | 26,035 | 39,536 | 46,300 | 185,870 |
| FR SEED POT(OCT) | MT | | | | | | | | | | |
| CANADA | | 5,075 | 5,269 | 9,616 | 10,684 | 106,339 | 782 | 825 | 1,528 | 1,790 | 21,734 |
| OTHER | | 11 | 0 | 33 | 0 | 87 | 6 | 0 | 19 | 0 | 51 |
| Subtotal:----- | | 5,086 | 5,269 | 9,649 | 10,684 | 106,426 | 788 | 825 | 1,547 | 1,790 | 21,785 |
| FR TBL POT(OCT) | MT | | | | | | | | | | |
| CANADA | | 23,430 | 14,863 | 70,089 | 43,357 | 210,824 | 5,317 | 3,207 | 15,413 | 9,203 | 48,829 |
| OTHER | | 20 | 0 | 38 | 0 | 59 | 7 | 0 | 18 | 0 | 31 |
| Subtotal:----- | | 23,450 | 14,863 | 70,127 | 43,357 | 210,883 | 5,323 | 3,207 | 15,431 | 9,203 | 48,860 |

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
DEC 94

| COMMODITY AND COUNTRY | | QUANTITY | | | | | VALUE (1,000 DOLLARS) | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| COUNTRY REGION | | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR | CURR MO LAST YR | CURR MO CURR YR | YR TDT LAST YR | YR TDT CURR YR | LAST YEAR |
| FR TOMATO(OCT) | MT | | | | | | | | | | |
| MEXICO | | 22,897 | 27,567 | 59,687 | 54,282 | 381,437 | 13,339 | 27,352 | 32,633 | 47,108 | 300,973 |
| OTHER | | 1,707 | 1,146 | 3,808 | 3,311 | 20,439 | 2,107 | 2,674 | 5,137 | 6,440 | 27,182 |
| Subtotal:----- | | 24,604 | 28,713 | 63,495 | 57,593 | 401,876 | 15,447 | 30,026 | 37,769 | 53,548 | 328,155 |
| FR ASPARG(OCT) | MT | | | | | | | | | | |
| MEXICO | | 227 | 224 | 1,270 | 895 | 18,201 | 435 | 631 | 2,169 | 1,862 | 29,098 |
| PERU | | 1,775 | 1,823 | 3,612 | 5,210 | 6,694 | 2,476 | 2,646 | 4,902 | 7,902 | 9,728 |
| OTHER | | 251 | 453 | 2,052 | 2,518 | 2,817 | 251 | 647 | 2,032 | 2,582 | 3,003 |
| Subtotal:----- | | 2,254 | 2,500 | 6,934 | 8,623 | 27,711 | 3,161 | 3,924 | 9,103 | 12,346 | 41,829 |
| CANNED VEGETABLES | | | | | | | | | | | |
| CND TOM PST(JUL) | MT | | | | | | | | | | |
| MEXICO | | 0 | 0 | 193 | 609 | 28,428 | 0 | 0 | 129 | 427 | 18,343 |
| CHILE | | 93 | 55 | 738 | 976 | 5,786 | 54 | 44 | 517 | 767 | 4,827 |
| OTHER | | 275 | 618 | 3,488 | 2,627 | 9,199 | 182 | 570 | 2,170 | 1,841 | 6,024 |
| Subtotal:----- | | 368 | 674 | 4,420 | 4,212 | 43,412 | 236 | 614 | 2,816 | 3,035 | 29,193 |
| CND TOM SAUCE(JUL) | MT | | | | | | | | | | |
| EU-12 | | 154 | 1,022 | 678 | 5,323 | 6,956 | 84 | 739 | 381 | 3,688 | 5,984 |
| SPAIN | | 0 | 821 | 0 | 4,106 | 5,574 | 0 | 612 | 0 | 3,060 | 5,152 |
| CANADA | | 510 | 474 | 2,436 | 2,195 | 4,507 | 336 | 368 | 1,519 | 1,608 | 2,959 |
| OTHER | | 340 | 1,050 | 1,148 | 5,333 | 3,926 | 227 | 767 | 786 | 3,981 | 2,659 |
| Subtotal:----- | | 1,003 | 2,545 | 4,262 | 12,850 | 15,390 | 647 | 1,873 | 2,686 | 9,276 | 11,602 |
| CND TOMATO(JUL) | MT | | | | | | | | | | |
| CHILE | | 197 | 1,215 | 4,959 | 8,116 | 11,194 | 94 | 509 | 2,435 | 3,769 | 5,358 |
| EU-12 | | 1,333 | 2,114 | 7,597 | 11,102 | 16,699 | 447 | 613 | 2,349 | 3,511 | 5,304 |
| ITALY | | 1,297 | 2,114 | 7,442 | 11,050 | 16,403 | 436 | 613 | 2,293 | 3,495 | 5,200 |
| ISRAEL | | 781 | 7 | 7,122 | 3,908 | 11,366 | 271 | 17 | 2,194 | 1,164 | 3,408 |
| OTHER | | 435 | 72 | 2,499 | 565 | 4,426 | 199 | 41 | 1,228 | 291 | 2,215 |
| Subtotal:----- | | 2,746 | 3,409 | 22,177 | 23,691 | 43,686 | 1,011 | 1,180 | 8,207 | 8,735 | 16,285 |
| CND MSHROOM(JUL) | MT | | | | | | | | | | |
| CHINA, PEOPLES R | | 1,238 | 169 | 7,222 | 6,315 | 18,168 | 1,940 | 353 | 12,818 | 11,252 | 28,859 |
| INDONESIA | | 608 | 1,638 | 4,803 | 8,801 | 10,212 | 1,308 | 4,585 | 10,576 | 22,721 | 23,976 |
| HONG KONG | | 1,039 | 177 | 3,958 | 2,974 | 12,407 | 1,716 | 371 | 6,594 | 6,845 | 22,900 |
| OTHER | | 1,097 | 1,813 | 5,297 | 11,027 | 17,366 | 2,590 | 4,828 | 15,506 | 27,764 | 42,560 |
| Subtotal:----- | | 3,983 | 3,797 | 21,280 | 29,117 | 58,153 | 7,554 | 10,136 | 45,494 | 68,582 | 118,295 |
| FROZEN VEGETABLES | | | | | | | | | | | |
| FZN BROCLI(SEP) | MT | | | | | | | | | | |
| MEXICO | | 6,196 | 11,881 | 27,302 | 42,375 | 111,894 | 4,462 | 7,211 | 18,986 | 26,073 | 75,111 |
| OTHER | | 2,048 | 1,547 | 9,524 | 7,633 | 17,183 | 1,353 | 1,085 | 6,139 | 5,336 | 11,448 |
| Subtotal:----- | | 8,244 | 13,428 | 36,826 | 50,008 | 129,077 | 5,815 | 8,296 | 25,125 | 31,409 | 86,559 |
| FZN CAULFLR(SEP) | MT | | | | | | | | | | |
| MEXICO | | 4,623 | 4,804 | 14,422 | 14,989 | 26,053 | 4,439 | 2,535 | 12,579 | 9,228 | 22,679 |
| OTHER | | 258 | 405 | 1,221 | 1,397 | 2,946 | 136 | 276 | 597 | 908 | 1,522 |
| Subtotal:----- | | 4,881 | 5,209 | 15,642 | 16,385 | 28,999 | 4,575 | 2,811 | 13,176 | 10,137 | 24,201 |
| FZN POTATO(SEP) | MT | | | | | | | | | | |
| CANADA | | 10,244 | 14,703 | 40,572 | 51,656 | 128,822 | 5,684 | 8,611 | 22,547 | 29,464 | 71,265 |
| OTHER | | 5 | 1 | 98 | 89 | 258 | 16 | 7 | 97 | 103 | 280 |
| Subtotal:----- | | 10,249 | 14,704 | 40,670 | 51,744 | 129,081 | 5,700 | 8,618 | 22,644 | 29,567 | 71,545 |
| TREE NUTS | | | | | | | | | | | |
| PISTACHIO NSH(SEP) | MT | | | | | | | | | | |
| TURKEY | | 0 | 3 | 30 | 7 | 110 | 0 | 6 | 84 | 13 | 304 |
| HONG KONG | | 0 | 1 | 0 | 1 | 81 | 0 | 5 | 0 | 5 | 143 |
| OTHER | | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 |
| Subtotal:----- | | 0 | 5 | 30 | 9 | 191 | 0 | 12 | 85 | 20 | 448 |
| CASHEW NUT(AUG) | MT | | | | | | | | | | |
| INDIA | | 4,510 | 2,829 | 15,615 | 16,460 | 40,026 | 18,344 | 11,902 | 65,247 | 71,592 | 170,332 |
| BRAZIL | | 1,701 | 1,550 | 10,199 | 7,312 | 19,611 | 7,353 | 7,054 | 41,626 | 33,998 | 87,871 |
| OTHER | | 380 | 359 | 1,781 | 1,817 | 4,804 | 1,320 | 1,342 | 5,914 | 7,759 | 18,104 |
| Subtotal:----- | | 6,591 | 4,739 | 27,596 | 25,589 | 64,440 | 27,018 | 20,299 | 112,787 | 113,349 | 276,306 |
| FILBERTS(AUG) | MT | | | | | | | | | | |
| TURKEY | | 494 | 662 | 1,755 | 1,551 | 3,360 | 1,701 | 2,537 | 5,100 | 5,815 | 11,711 |
| OTHER | | 35 | 12 | 81 | 163 | 196 | 102 | 61 | 213 | 476 | 763 |
| Subtotal:----- | | 529 | 673 | 1,836 | 1,714 | 3,556 | 1,803 | 2,598 | 5,313 | 6,292 | 12,474 |
| PECANS NSH(SEP) | MT | | | | | | | | | | |
| MEXICO | | 43 | 5,717 | 1,256 | 13,424 | 6,667 | 55 | 13,284 | 1,967 | 27,124 | 7,599 |
| OTHER | | 0 | 0 | 327 | 41 | 327 | 0 | 0 | 1,081 | 68 | 1,081 |
| Subtotal:----- | | 43 | 5,717 | 1,584 | 13,465 | 6,994 | 55 | 13,284 | 3,047 | 27,191 | 8,680 |
| WINES | | | | | | | | | | | |
| CHMP&SPRK WN(JAN) | KL | | | | | | | | | | |
| EU-12 | | 3,776 | 2,778 | 30,523 | 29,628 | 30,523 | 30,056 | 21,958 | 265,363 | 269,010 | 265,363 |
| FRANCE | | 1,311 | 782 | 10,065 | 10,246 | 10,065 | 20,088 | 13,475 | 179,059 | 185,494 | 179,059 |
| ITALY | | 1,292 | 740 | 11,753 | 11,131 | 11,753 | 5,092 | 3,190 | 50,998 | 49,372 | 50,998 |
| OTHER | | 34 | 24 | 302 | 367 | 302 | 129 | 112 | 1,034 | 1,166 | 1,034 |
| Subtotal:----- | | 3,810 | 2,803 | 30,825 | 29,995 | 30,825 | 30,185 | 22,070 | 266,397 | 270,176 | 266,397 |
| FT&VERM WN(JAN) | KL | | | | | | | | | | |
| EU-12 | | 1,145 | 1,010 | 12,389 | 14,201 | 12,389 | 4,474 | 4,056 | 48,713 | 56,651 | 48,713 |
| ITALY | | 615 | 566 | 6,954 | 8,087 | 6,954 | 1,557 | 1,378 | 16,829 | 19,802 | 16,829 |
| SPAIN | | 326 | 211 | 3,278 | 3,667 | 3,278 | 1,111 | 725 | 14,484 | 16,223 | 14,484 |
| PORTUGAL | | 155 | 154 | 1,295 | 1,615 | 1,295 | 1,532 | 1,555 | 13,324 | 16,685 | 13,324 |
| OTHER | | 8 | 26 | 159 | 215 | 159 | 40 | 102 | 671 | 911 | 671 |
| Subtotal:----- | | 1,154 | 1,036 | 12,547 | 14,417 | 12,547 | 4,514 | 4,159 | 49,384 | 57,562 | 49,384 |
| OTH GP WINE(JAN) | KL | | | | | | | | | | |
| EU-12 | | 14,321 | 13,526 | 152,864 | 173,268 | 152,864 | 50,399 | 48,609 | 553,012 | 585,334 | 553,012 |
| FRANCE | | 4,906 | 4,641 | 55,169 | 58,150 | 55,169 | 25,265 | 23,104 | 303,623 | 293,182 | 303,623 |
| ITALY | | 7,331 | 6,689 | 75,390 | 91,466 | 75,390 | 19,134 | 18,999 | 186,307 | 223,717 | 186,307 |
| OTHER | | 3,262 | 3,633 | 42,637 | 46,256 | 42,637 | 8,128 | 9,733 | 97,598 | 111,334 | 97,598 |
| Subtotal:----- | | 17,582 | 17,158 | 195,502 | 219,533 | 195,502 | 58,527 | 58,342 | 650,610 | 696,680 | 650,610 |
| OTH WN PROD(JAN) | KL | | | | | | | | | | |
| JAPAN | | 216 | 125 | 2,276 | 1,598 | 2,276 | 792 | 565 | 7,018 | 6,210 | 7,018 |
| EU-12 | | 257 | 308 | 3,709 | 4,771 | 3,709 | 350 | 474 | 5,144 | 6,612 | 5,144 |
| CANADA | | 115 | 176 | 2,084 | 3,301 | 2,084 | 125 | 181 | 2,953 | 4,303 | 2,953 |
| OTHER | | 159 | 71 | 1,148 | 1,018 | 1,148 | 349 | 173 | 2,121 | 2,003 | 2,121 |
| Subtotal:----- | | 746 | 680 | 9,216 | 10,689 | 9,216 | 1,616 | 1,393 | 17,236 | 19,127 | 17,236 |
| CUT FLOWERS | | | | | | | | | | | |
| ROSES(JAN) | NONE | | | | | | | | | | |
| COLOMBIA | | 0 | 0 | 0 | 0 | 0 | 4,518 | 4,155 | 80,312 | 90,891 | 80,312 |
| OTHER | | 0 | 0 | 0 | 0 | 0 | 1,688 | 2,441 | 27,079 | 34,773 | 27,079 |
| Subtotal:----- | | 0 | 0 | 0 | 0 | 0 | 6,206 | 6,596 | 107,392 | 125,664 | 107,392 |
| CARNATIONS(JAN) | NONE | | | | | | | | | | |
| COLOMBIA | | 0 | 0 | 0 | 0 | 0 | 7,985 | 9,407 | 82,941 | 88,240 | 82,941 |
| OTHER | | 0 | 0 | 0 | 0 | 0 | 189 | 258 | 2,143 | 2,408 | 2,143 |
| Subtotal:----- | | 0 | 0 | 0 | 0 | 0 | 8,174 | 9,666 | 85,084 | 90,648 | 85,084 |



☆ U.S. GOVERNMENT PRINTING OFFICE: 1995 386-098/00551

# NTIS Order Form For FAS Subscriptions

U.S. DEPARTMENT OF COMMERCE
Technology Administration
National Technical Information Service
Springfield, VA 22161

**For RUSH Service—Call 1-800-553-NTIS**
RUSH service is available for an additional fee.
To order subscriptions, call (703) 487-4630.
TDD (For hearing impaired only), call (703) 487-4639.

## Ship to Address

Please PRINT or TYPE

Date ____________

Company ____________

Attention ____________ Title ____________

Last Name ____________ First Initial ____________

Suite or Room Number ____________

Full Street Address Required ____________

City ____________ State ____________ ZIP ____________

( ) Telephone number ____________ ( ) Fax number ____________

**(703) 487-4630**
**or Fax this form to (703) 321-8547**
To verify receipt of your Fax order, call (703) 487-4679.

## Payment

☐ Charge my NTIS Deposit Account ____________

Charge my ☐ VISA ☐ MasterCard ☐ AMERICAN EXPRESS

Account No. ____________

Exp. ________ Cardholder's name ____________ (Please print)

Signature: ____________ (Required to validate all orders)

☐ Check/Money order enclosed for $ ____________ (Payable in U.S. dollars)

**Return Policy**: To inquire about the NTIS return policy, please call the NTIS Subscription Section at (703) 487-4630.

**Single Copies**: To order single copies, call our Sales Desk at (703) 487-4650.

## Subscription Price Schedule
## Foreign Agricultural Service (FAS) Publications

| No. of Subscriptions | Order No. | Titles | Prices* Domestic | Prices* Foreign | Total |
|---|---|---|---|---|---|
| | PB95-970600LJX | Agricultural Trade Highlights (12 issues) | $ 50.00 | $ 80.00 | |
| | PB95-970700LJX | Tropical Products (Coffee, Tea, Cocoa, Spices Essentials Oils) (4 issues) | 22.00 | 44.00 | |
| | PB95-970800LJX | Cotton: World Markets & Trade (12 issues) | 60.00 | 112.00 | |
| | PB95-970900LJX | Dairy, Livestock & Poultry: U.S. Trade & Prospects (12 issues) | 78.00 | 174.00 | |
| | PB95-971000LJX | Dairy Monthly Imports (12 issues) | 50.00 | 80.00 | |
| | PB95-971100LJX | Livestock & Poultry: World Markets & Trade (2 issues) | 14.00 | 22.00 | |
| | PB95-973900LJX | Dairy: World Markets & Trade (2 issues) | 14.00 | 22.00 | |
| | PB95-971200LJX | All 28 Dairy, Livestock & Poultry reports | 136.00 | 278.00 | |
| | PB95-971300LJX | Grain: World Markets & Trade (12 issues) | 70.00 | 140.00 | |
| | PB95-971400LJX | World Horticultural Trade & U.S. Export Opportunities (12 issues) | 70.00 | 140.00 | |
| | PB95-971500LJX | Oilseeds: World Markets & Trade (12 issues) | 76.00 | 152.00 | |
| | PB95-971600LJX | U.S. Planting Seed Exports (4 issues) | 38.00 | 96.00 | |
| | PB95-971700LJX | Sugar: World Markets & Trade (2 issues) | 14.00 | 16.00 | |
| | PB95-971800LJX | Tobacco: World Markets & Trade (12 issues) | 66.00 | 154.00 | |
| | PB95-971900LJX | World Agricultural Production (12 issues) | 75.00 | 120.00 | |
| | PB95-973400LJX | Wood Products: International Trade & Foreign Markets (5 issues) | 42.00 | 92.00 | |
| | PB95-973500LJX | Monthly Summary of Export Credit Guarantee Program Activity (12 issues) | 50.00 | 80.00 | |
| | PB95-973600LJX | U.S. Export Sales (52 issues) | 175.00 | 320.00 | |
| | PB95-973700LJX | AgExporter Magazine (12 issues) | 34.00 | 42.00 | |

**Prices are subject to change.**
The NTIS Subscription Section (703) 487-4630 can provide pricing verification.

* Prices include first-class delivery for domestic; airmail delivery for foreign.

**GRAND TOTAL** ____________

**United States Department of Agriculture**
Foreign Agricultural Service
Room 4644-S
Washington, D.C. 20250-1000





# Agricultural Trade Reports Available Electronically

Summaries and selected tables from six Foreign Agricultural Service (FAS) trade reports are available through the U.S. Department of Commerce's Economic Bulletin Board (EBB). The reports are Cotton: World Markets and Trade, Grain: World Markets and Trade, Oilseeds: World Markets and Trade, Tobacco: World Markets and Trade, World Agricultural Production, and World Horticultural Trade and U.S. Export Opportunities.

These reports and others from U.S. agricultural attaches overseas are available electronically on the EBB on release day and remain on-line until the next report in the series is issued. You can reach the EBB from most personal computers equipped with a modem and standard communications software. You can also access the EBB over the Internet using TELNET at ebb.stat-usa.gov. The EBB is available 24 hours a day, 7 days a week, and supports over 50 concurrent users. For more information, call 202-482-1986 (Monday - Friday, 8:30 a.m.- 5:30 p.m. EST.) Subscriptions cost $45 a year. Connect time fees range from 5 to 40 cents a minute.

The same information also is available on the National Trade Data Bank (NTDB) CD-ROM, which is issued monthly for $360 a year or $40 for a single issue. The CD-ROM's will run on any IBM-compatible personal computer equipped with a CD-ROM reader. In addition to the FAS information, the NTDB contains over 10,000 international and export reports from several U.S. government agencies. For more information or to place an order, call 202-482-1986.

For more information on FAS materials available electronically, contact Judy Goldich, tel. 202-690-0140; fax. 202-690-3606; or Internet. jgoldich@ag.gov.